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May 24, 1990 Issue 589 £1

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MERCEDES 609D, 20-26 high back moquette seats on tracking, full soft trim, radio/cassette, 4 speakers, luggage racks, saloon heaters, quad-vents, tinted windows. **£27,750.**

1981 MERCEDES 207, 12 moquette high back seats, radio, white exterior, blue interior, annual August '90.

1975 FORD TRANSIT DORMOBILE, tail-lift, 8 seats. **£750.**

1985 (B) FORD TRANSIT 2.5, DI, 12 seater, annual Oct '90. **£4,950.**

1987 FREIGHT ROVER 350, diesel, 18 seater, hi-spec, annual July '90. **£10,750.**

1983 (Y) MERCEDES 508D, 19 seater, diesel, Mellors conversion, annual April '91. **£10,950.**

1982 (Y) TRANSIT, 16 seater, annual May '91. **£4,950.**

1985 (C) MERCEDES 608, DIESEL, 25 seats, annual August '90.

1987 (E) FREIGHT ROVER, derv, 16 seater, high spec, Crystal conversion. **£12,450.**

1984 (B) TRANSIT DIESEL, overdrive, 16 high back moquette seats, hi-spec. **£7,950.**

1983 BEDFORD CF, twin wheel, 12 seats, MoT 1 year. **£2,750.**

1986 (C) FREIGHT ROVER, 16 seater, diesel, moq seats, annual Feb '91. **£9,250.**

1986 (C) 608D, 23 high back seats, deep boot, Bristol dome, annual Sept '90. **£15,950.**

5 TRANSIT PETROL, 12 seater, non PSV minibuses from **£600.**

1986 (D) FREIGHT ROVER + 5 standees
 power door, service bus. **£9,750**

1982 GOLF GTi, black cloth seats, radio/cassette, security system, MoT Dec 1990. **£2,250.**

1987 (E) FREIGHT ROVER, derv, 16 seater, high spec, CD conversion, annual July '90. **£11,450.**

1983 (Y) TRANSIT, 12 seater, petrol, new engine, annual Sept 1990. **£3,950.**

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FINANCE ARRANGED

MERCEDES 1982 0303 JONCKHEERE BERMUDA 12M, 51 recliners, centre sunken toilet with continental door, water boiler, fridge, driver's berth, wired TV. + video, Brown moquette, cream/grey/orange.

BEDFORD 1986 YNT DUPL 320 11M, 53 str., Brown moquette, power door, tinted glass, soft trim, duo blue.

BEDFORD 1985 YNT DUPL LASER II, 53 str., Grey/red moquette, power operated door, white/yellow/blue.

DAF 1987 DKVL PLAXTON PARAMOUNT 3500, 51 recliners, Beige/orange/red moquette, rear sunken toilet, continental door, drinks machine, courier seat, curtains, tinted side windows, TELMA retarder, white/blue/orange.

DAF 1985 (OCTOBER) SB2300 DHS LAG GALAXY 12M, 49 recliners, Beige/brown moquette, toilet at o/s/r, courier seat, Webasto heating, coffee machine, carpets, TV/video equipment, white/green/black.

DAF 1984 MB200 DKFL CAETANO ALGARVE 12M, fitted 49 recliners, Grey/orange moquette, power door, courier seat, curtains, toilet, TV. wired for video, carpet, water boiler, duo red/white.

DAF 1984 SB2300 DHS JONCKHEERE JUBILEE P50 12M, 49 recliners, red/grey moquette, toilet at o/s rear, continental door, berth, tinted glass, power door, TV. + video, drinks machine, twin fuel tanks, cream/orange.

DAF 1983 DKFL PLAXTON PARAMOUNT 3200 12M, 51 recliners, Autumn tint moquette, power door, double glazing, curtains, courier seat, continental door, Webasto, TELMA retarder, white/green/black. CHOICE OF THREE.

DAF 1982 DKTL JONCKHEERE BERMUDA 12M, 49 recliners, Brown moquette, rear sunken toilet, video, water boiler, yellow/red.

DAF 1982 DKTL PLAXTON SUPREME 12M, 49 recliners, Red moquette, toilet at rear, white/red/black.

FORD 1983 R1114 DUPL DOMINANT IV, 53 str., Red moquette, white/red.

USED QUALITY COACHES

LEYLAND 1987 TIGER 260 DUPL 320 12M, 49 reclining seats trimmed in Grey moquette, power door, courier seat, toilet, servery, suspension raise system and finished all blue.

LEYLAND 1987 TIGER 245 PLAXTON PARAMOUNT 3200, 12M, 57 str., Autumn tint moquette, power door, side lockers, automatic lubrication, white/brown.

LEYLAND 1984 TIGER 245 PLAXTON PARAMOUNT 3500 12M, 50 recliners, courier, power entrance door, double glazing, brown stripe moquette, white/red/grey.

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BOVA 1985 FUTURA FHD 12.280 Integral 12M, 49/53 recliners, centre sunken demountable toilet, coffee machine, refrigerator, Red moquette, white/duo red reliefs.

BOVA 1984 FUTURA FHD 12.280 Integral 12M, 49 recliners, Red moquette, centre sunken toilet, courier seat, driver's berth, Webasto, continental door, TELMA, Econocruise, suspension raise, white/red black.

BOVA 1983 EUROPA II Integral 12M, 49 seater, red moquette (44 recliners + 5 fixed), power door, courier seat, curtains, toilet, continental door, TELMA, Webasto, driver's fan, all white.

BOVA 1983 EUROPA II Integral 12M, 53 str., Red moquette, power door, courier seat, curtains, Webasto, cream/brown/yellow.

VOLVO 1988 B9M CAETANO ALGARVE, 38 recliners, Red moquette, power door, courier seat, tinted glass, wired TV. + video, curtains, rear toilet, water boiler, all white.

VOLVO 1987 B10M PLAXTON PARAMOUNT 3200 12M, 53 recliners, tinted side windows, TELMA retarder, autumn tint moquette, cream/orange/brown.

VOLVO 1986 B9M PLAXTON PARAMOUNT 3200, 45 seats trimmed in Brown moquette, power entrance door and finished white with duo red reliefs.

VOLVO 1984 (OCTOBER) B10M BERKHOF ESPIRITE HIGH-LINE 12M, 53 recliners, courier, curtains, power entrance door, Webasto heating, Red moquette, all white.

VOLVO 1982 B58 DUPL DOMINANT IV 12M, 53 recliners, Brown moquette, tinted double glazed side windows, curtains, TELMA retarder, air/leaf suspension, automatic chassis lubrication system, cream with brown/grey reliefs.

VOLVO 1981 B58 DUPL DOMINANT II 12M, 48 recliners, Red moquette, rear n/s saloon toilet, rear servery, curtains, all white.

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NEOPLAN

21986 Neoplan Skyliners, 77 seats, Mercs V10 engine, 6 speed ZF gearbox, toilet, drinks machine, fridge, radio/PA, new MoT.

1984 Neoplan Skyliner, Mercs V10 engine, ZF automatic gearbox, 71 recliners, Rapide specification, 12 months' MoT.

1982/3/4 Neoplan Skyliner, 71-75 seats, Mercs V10 engine, 6 speed ZF gearbox, toilet, fridge, radio/PA, drinks machine.

VOLVO

1987 Volvo B10M Plaxton Paramount 3500, 49/53 Recliners, O/S rear continental, 1 door, O/S rear sunken toilet, retarder, TV/video, drinks machine, red curtains, choice of two.

1980 VOLVO B58 Air/Leaf 12 metre Dominant, 53 seats, 48 recliners, 5 fixed, automatic gearbox, power door, tinted windows, curtains, side lockers, MoT Dec 1990.

MAN

1983 MAN VAN HOOL Astron, twin deck, ZF automatic gearbox, 60 seats, (49 top deck, 11 lower deck), toilet, drinks, driver's bunk, 3 TV monitors/Video, radio PA cassette, courier seat, Rollo blinds, wheel disks, autumn tint moquette, livery white.

1982 SR 280, 47 recliners, Sutrak air conditioning, 6 speed gearbox, o/s centre power door, o/s centre sunken toilet, driver's bunk, fridge, drinks machine, tinted double glazed windows, Rollo blinds, courier seat, Webasto and timer, seat back nets, headrest covers, wheel discs, driver's locker.

FORD

1980 Ford R1114 Duple Dominant Express, 53 seats red moq, livery white/blue.

1979 Ford R1114 Duple Dominant Express, 53 seats, Bristol dome, grey/blue moq, livery blue.

BEDFORD

1981 Bedford YNT 53 seater Plaxton, side lockers, autumn tint moquette, livery white blue/yellow stripes.

1980 Bedford PJK, 29 seater, Duple Dom, red, moq, livery white.

1979 Bedford YMT, 53 seater Plaxton, red/cream ext, red moq.

1976 Bedford YMT, 53 seater Plaxton Express, radio, white/red livery, red moquette.

1974 Bedford YRT Duple Dominant, 53 seater, power door, red moq, livery white.

1973 Bedford YRT Duple Dominant, 53 seater, power door, red moq, livery white.

LEYLAND

1982 Leyland Leopard 12 metre Dominant, 51 reclining seats, double glazed, Telma, radio/PA, Bristol dome. MoT Feb 1991.

1981 Leyland Leopard Duple Dominant, 53 seats, red moquette, livery white, new MoT.

1977 Leyland Leopard, 11 metre Plaxton Viewmaster, 41 recliners, toilet, power door, orange curtains.

1976 Leyland Leopard 11 metre, 49 seat Plaxton X'press. 5 speed, semi-auto, side lockers.

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JUST A FEW EXAMPLES

2 x Nov 88 DENNIS JAVELIN 12 METRE (AIR SUSPENSION) DUPLÉ 320, 51 reclining seats, power door, o/s sunken toilet, continental door, rollo blinds, curtains, TV, centre gangway carpet, lifting device, radio, PA stereo, (1 with armrests, 1 with drink machine), MoT January 1991 **£64,500**

1985 SCANIA K112 JONCKHEERE P50, 49 recliners, o/s sunken toilet, o/s centre continental door, drivers bunk, coffee machine, tinted windows, rollo blinds, MoT 1991. Choice of two **£46,500**

1984 SCANIA K112 JONCKHEERE P50, 49 recliners, o/s sunken toilet, o/s centre continental door, drivers bunk, coffee machine, tinted windows, rollo blinds, MoT 1991. Choice of two **£41,500**

1983 DAF MB200 DKFL PLAXTON 3200 EXPRESS, 53 seats, ZF automatic gearbox, PA, MoT 30/3/91. Choice of 4. **£33,000**

1982 LEYLAND TIGER 218, 12 metre Plaxton V 53 recliners, Telma Eberspacher, mid blue, red moquette MoT Feb 1991 **£25,950**

1987 METRORIDER, 25 seats, automatic gearbox, Cummins engine, power door, destination dome, driver's fan, wheel trims, red interior, MoT 24 July 1990 **£24,500**

1980 BEDFORD PJK, 29 seater Plaxton Supreme, remoquetted seats, curtains, MoT December 1990 **£5,450**

1986 BEDFORD DORMOBILE, 12 seater petrol moquette seats **£4,750**

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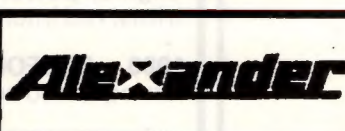
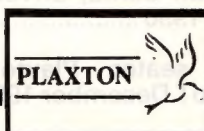
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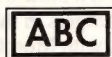
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Receivers are called in

THE affairs of Havelet Leasing have been put in the hands of court-appointed receivers, and a High Court judge is to decide this week who will have control of the realisation of its assets. Havelet Leasing is pressing for the appointment of administrators to realise the assets, while its former financial backer ALI Finance Ltd is pressing for the appointment of provisional liquidators.

John Brisby, counsel for ALI, told the court that towards the end of 1988, Havelet began to default on payments to ALI under the terms of agreements providing finance for the purchase of coaches and aircraft. He later claimed that Havelet had been selling coaches which he claimed belong to ALI.

By October 1989, Havelet had some £38 million owing, and ALI gave written notice terminating most of the agreements and began a legal action against Havelet Leasing in the Queen's Bench Division of the High Court.

In December, ALI had withdrawn an application for the appointment of a receiver over Havelet Leasing on the strength of a statement by Havelet's 'moving spirit' Robert Maugham that money owed to ALI was in a separate account. Mr Brisby alleged that Mr Maugham had later admitted that the money had not been kept separate and that there was now no money available to pay ALI.

On April 12 when joint receivers Ian Phillips and David Buchler of London accountants Buchler



Robert Maugham.

Phillips and Co. went to Havelet's premises in an attempt to get control of Havelet's assets they were told that the staff, premises, records and business of Havelet Leasing had been transferred to two 'shelf' companies Havelet Leasing Finance and Havelet Enterprises Ltd.

This had led to the presentation of the winding up petition by ALI on April 20 and the commencement of a second Queen's Bench action, this time against the two transferee companies.

The company itself had earlier this month issued its own petition seeking an administration order, and Mr Maugham, in a statement read by his QC Mr Gabriel Moss, said that ALI had made a number of accusations of wrong-doing or

impropriety which he did not accept as true.

He said the making of an administration order would bring about a better realisation of the company's assets. Administrators would be better able to fully investigate all transactions made on the company's behalf, including bonus payments to himself, and the assignment of hire purchase contracts to Havelet Leasing Finance.

He said the company had been happy to co-operate with ALI but ALI had adopted a 'hostile attitude.'

● ANY operator with an existing agreement with Havelet Leasing or Havelet Leasing Finance should immediately take legal advice before making further payments to either company, a solicitor advises.

Operators should not default on any payment and, if delay is likely to occur, should make payments to a newly-opened interim deposit account. It is unlikely that the vehicles will be repossessed.

In other similar cases, companies have continued operating under the control of the receiver until a buyer for the business can be found. It is also possible that a receiver or liquidator could offer the end user the vehicle at an agreed price.

Disaster must be avoided

THE causes of Havelet Leasing's troubles are complex, but clearly the current state of the UK coach industry has not helped.

High interest rates and low profit margins make it tough for any business to prosper today and the closure of Duple, the restructure of the major manufacturers' dealer networks and the acquisitions and closures of many operators help reinforce the story.

Regardless of how and when Havelet's problems are tackled, the industry must hope that the worst of all possible solutions is avoided.

That would be if the Havelet coach fleet was sold on to the open market in one move.

For this industry can do without 400 or more largely new coaches being pushed on to the secondhand market when prices are already depressed.

The industry buys upwards of 1,200 new coaches each year, most of them early in the season. In turn, they release older coaches on to the secondhand market and the cycle continues.

Interest rates are already depressing demand. Many dealers' yards are full of coaches which are not moving as fast as they would like. Factories are producing fewer coaches for the UK market.

Another 400 coaches would be a disaster for everyone. Not just for the dealers, but for operators everywhere.

They would lower the going rate for most modern coaches and would accelerate the rate of depreciation of fleets of all makes and ages.

It is a disaster which everyone in the industry must hope is avoided. It is a blow we can all live without.

Havelet's history

HAVELET Leasing has been supplying coaches on operating lease for the last eight years.

The company began life specialising in the operating leasing of aircraft, and diversified into coaches during 1982. It has at least 300 coaches

on lease to almost 100 operators, including several major bus and coach companies.

Vehicles leased by Havelet include Volvo B10M-based coaches and buses, LAG Panoramics, Jonckheere-bodied vehicles with several chassis and engine options including the DAF SB2305, and Havelet was prepared to offer the Setra S215HD 49-seater.

Coachmart approached Havelet several times during March and April in an attempt to discover why some vehicles believed to have been ordered from Jonckheere UK - with a distinctive blue interior and Havelet's own specification - were being sold to operators by



Jonckheere UK.

At the time, Bob Maugham told Coachmart that everything was normal, and that Havelet would continue to lease vehicles and be 'a lifeline to the coaching industry.'

Driver hurt in accident

A COLLISION between a bus and a coach left the bus driver nursing a sore head and his passengers walking the rest of the journey before a relief vehicle arrived.

An Eastern Counties vehicle driven by Ken Morpew and a London-bound Atlas coach were in

collision in Princes Street, Ipswich. When emergency services got to the scene, they found Morpew slumped over the steering wheel, having sustained a blow to the head.

Several passengers in the coach were admitted, with Morpew, to Ipswich Hospital for treatment, but all were released.

Wrays steps in

WRAYS of Harrogate has bought some of the remaining parts of liquidated company Ashville Travel.

Three ageing coaches and three Bovas, plus rented premises at Tockwith, have gone to Wrays, and one of Ashville's staff has gone to work with the company. But Malcolm Wray is anxious to point out that his company has bought only assets, not the business.

'Of course, we have taken over a number of former Ashville contracts, and we are happy to supply services to any former Ashville customers,' he told Coachmart. Acquired vehicles which were leased to Ashville have now been bought by Wrays.

SEE PAGE 54 FOR LATE NEWS

Nostalgia Corner



VICTORIA Coach Station in the days of London Coastal Coaches Ltd, Morris Oxford cars, whitewall tyres and Gay Hostess double deck coaches.

An eagle-eyed reader may like to date the scene more precisely, but it is clearly early 1960s. The coach is heading north on Ribble subsidiary Standerwick's motorway express service to Blackpool. It is a Leyland Atlantean, new in 1961 with Weymann 60 seat body, equipped with rear toilet, servery, reclining seats, and individual reading lights.

For 11 years VFR 379 (Standerwick fleet no 37) performed express duties from Ribble's Devonshire Road depot in Blackpool. Of the 37 similar vehicles many found new buyers. Twelve became part of the Cleveland Transit bus fleet, and 14 became buses in Kowloon. However, number 37 stayed in the UK and was scrapped in 1977.

Fire delays licences

A FIRE at Edinburgh's HGV and PSV licensing office will cause delays in issuing driver licences.

A spokesman for the Scottish Traffic Area Office said no records had been destroyed but the extensive nature of the damage meant that organisation had been affected. He advises being patient, and not contacting the office directly.

Coachmart May 24, 1990

Stewart sells Q-Drive stake for £3 million

Q-DRIVE shareholder Dave Stewart has sold his majority stake in the company to Len Wright... and has turned his own Cantabrica Travel Services on its head to produce a profit.

Stewart told Coachmart the sale of his 51 percent shareholding was pending legal paperwork: 'The Q-Drive operation has assets valued at around £6 million. You can work out my share from that.'

The Q-Drive managing director Len Wright and Stewart had disagreements during 1989, and the sale of the company share was imminent despite minor financing

difficulties.

However, Stewart was facing his own difficulties with Cantabrica and Len Wright Travel, its subsidiary. After hefty pruning of the fleet, the profit has shot up, Stewart says.

'All of the coaches are booked out, and we'll be looking to be back in profit this summer,' he said. 'The major cultural differences between tour coach drivers and band bus drivers left the company split in two. But that's the way it is, and it seems to work. The tour coach drivers wear the blazers and the band bus

drivers wear jeans.'

The Cantabrica holiday fleet is now 34 vehicles, and Len Wright Travel's band bus fleet is 11 coaches: 'The LWT coaches are all fairly new. Demand for the vehicles is good, and they are not clogging up the depot. At the moment, we've got a large number out on the Rolling Stones tour,' said Stewart.

Bossing the slick operation of the Cantabrica business is Stewart's former colleague John Ellis, who now handles the nuts and bolts of the holiday business, particularly the drivers.

Volvo takes Steyr stake in European sales push



VOLVO has taken a majority shareholding in Austrian bus body builder Steyr-Daimler-Puch in order to further its sales in Eastern Europe.

The strategic importance of the Viennese site of Steyr, coupled with the company's ability to body Volvo chassis, is expected to push sales up higher than the 18 percent market share currently commanded by Volvo.

'Although we are not yet marketing our products in West Germany or Austria, we have been able to achieve that leasing position,' says Larserik Nilsson, president of Volvo Bus Corporation in Gothenburg.

Steyr is the leading supplier of buses to the Austrian market, and its minibus bodies with low floor are bought extensively in Europe.

AECs wanted

OLD AEC buses, coaches and lorries will be on show at the new AEC rally set for September 2... but the AEC Society organisers would like more vehicles.

The rally will be held in the grounds of Rockwell Automotive in Alcester, Warwickshire, and will be an annual feature of the Gala Day which sports a flower show and gets 2,000 visitors.

AEC vehicles which are still in service are particularly sought, but all vehicles attending will be given a commemorative plaque. Anyone with an AEC should contact Heather Morgan, Personnel Department, Rockwell Maudslay Division, Park Lane, Gt Alne, nr Alcester, Warwickshire, Tel:0789 764123.

Everyone's a winner



Summerfield Coaches' Alan Rowe (second from right) and his wife accompany Thorpe Park marketing chief Derek Oliver (left) and the party of mentally handicapped visitors.

BIG-HEARTED Summerfield Coaches - Coachmart's Operator of the Year - really enjoyed the 50 tickets to Thorpe Park they won last year...the tickets were used to treat a group of people with learning difficulties to a great day out.

Summerfield Coaches' managing director Alan Rowe decided to use the tickets for pleasure instead of profit and, with his wife, shared the day out with the group, from Hampshire Training Industries of Southampton.

'We had a great day thanks to Thorpe Park,' said Rowe afterwards. 'The group thoroughly enjoyed themselves, and so did my wife and I. It just goes to show that any age can enjoy a leisure attraction such as Thorpe Park...'

United Bus captures Optare

UNITED Bus, the DAF/Bova coach and bus company, has bought Optare for an undisclosed sum and is to make it the focus of its UK activities.

Optare MD Russell Richardson becomes UK chief executive of United and the DAF Bus sales administration, sales engineering and service operation at Thame will move later this year to Optare's Leeds headquarters.

The deal, which ends months of speculation in the industry, will be completed by early June and is the first announced since United was formed last year to take over DAF Bus and Bova. DAF is the majority shareholder in United and MD Wolf Lijmer and fellow director Piet van Doorne are the others.

United says further expected acquisitions will spread the shareholding.

According to last week's announcement, negotiations are continuing with other bus and coach builders and it added: 'It is



Russell Richardson: heads United Bus in UK.

expected that further companies will join the group in the near future, naturally diluting DAF's current majority shareholding.'

With Optare's £12 million turnover added, United turnover is now Dfl 420 million (£135 million) and its Western European market share is reckoned to be six percent.

Dutch bodybuilder Den Oudsten was expected to join United at its formation last year, but United will not be drawn on whether this

is still likely to happen. Nor will it reveal the identities of any other prospective members of the group.

The Optare deal ends four years' independence for Optare which was formed by a management/employee team to buy Leyland's Charles Roe bodybuilding plant in Leeds. Richardson had run the plant earlier but was with Duple immediately before setting up Optare.

It has since developed successfully into niche markets, first launching the Volkswagen-based City Pacer minibus, then the StarRider midibus/coach based on Mercedes chassis.

Its association with DAF began in 1988 with the launch of the Delta-bodied DAF SB220 citybus in the UK, currently the only version of this bus available here, although an Ikarus version is expected to follow.

Optare has also taken over the MCW integral range from the Laird group. It has restarted production of the Metrorider midibus range and is planning, with DAF, to relaunch the Metrobus double-decker next year.

An early priority will be to find additional manufacturing capacity

for the double-decker and it is expected that the complete vehicle will be built in the UK.

In its statement, Optare said: 'The association will provide additional outlets for Optare products, access to products from other members of the group, together with collaborative design projects and economies in manufacturing and component sourcing.'

It goes on to say that Caetano and Jonckheere will continue to sell their bodies on DAF chassis.

There is no definite statement that the Cowie group's Hughes DAF dealership will remain as the UK's main DAF PSV outlet and Moseley as the Bova dealership, but United marketing director Hans Houtsma told *Coachmart*: 'I cannot exclude that something will change in the future, but the situation at present is that Hughes DAF will continue to be responsible for its products and the same applies to Bova sold through Moseley.'

DAF truck dealers will continue to provide back-up for DAF and Bova products.

● The background to United's expansion is explained in a special feature in next week's *Coachmart*.

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Another jumbo takes to the water



OLAU Line's second jumbo ferry has gone into service on its Sheerness-Vlissingen crossing.

The new Olau Britannia was christened last Friday by equestrian champion Lucinda Green, ready for it entering service on Monday this week.

The 1,642-passenger Olau Britannia joins the identical Olau Hollandia which has been operating on the route for seven months and offers a high level of amenities including restaurants, bars, cinema, shopping arcade and a fitness centre with sauna and swimming pool.

Speedlink's new service

LUXURY airport link operator Speedlink has introduced a courier/hostess service on its Gatwick-Heathrow services.

The 37-seat executive vehicles, departing every 15 minutes, will now carry a courier serving free coffee and paid-for refreshments. All couriers have been trained in customer care, says Speedlink.

FLEET UPDATE

Order is the height of Excellence



▲ R W APPLEBY Ltd, of Conisholme near Louth in Lincolnshire, has now received its 1990 order for Berkhof Excellence bodied coaches. Among the new coaches was this double decker for Appleby's Hull subsidiary Haleyon.

All of the new deliveries are on Scania underframes - the decker being a K113 tri-axle seating 73 passengers. It is powered by Scania 360 bhp engine in a mechanical specification which includes CAG and ABS. The coach features full colour co-ordination in its air conditioned interior.

Trio goes to Yorkshire



▲ PICTURED at Scarborough's South Bay are three new coaches for J Dodsworth (Coaches) Ltd of Boroughbridge, North Yorkshire.

With Volvo B10M chassis, the vehicles have Plaxton Paramount 3500 three star bodywork. Specification includes 49/53 reclining seats, crew seat, centre demountable toilet, double glazing and drinks machine.

They join the 100 percent Plaxton coach fleet on tours, private hire and excursions from Boroughbridge and Scarborough depots.

The company is currently awaiting planning permission

for new premises in Scarborough which will result in a £250,000 investment.



New coach will keep firm ahead of opposition

▲ ALEC HEAD (Reliance) Coaches, of Lutton near Peterborough, now operates this new Jonckheere Deauville bodied DAF SB2300. It has 51 reclining seats and standard executive fittings.

The coach was painted in duo-blue and white colours in Alec Head's own workshops.



A record breaker!



▲ COSTING £175,000, this coach is the most expensive to have been completed by Plaxton's Scarborough coachworks. It is one of three ordered by Martindale Coaches Ltd, of Ferryhill, Co Durham.

The first of the batch was exhibited in the demonstration park at the BCC show at the NEC last October - this was also finished in a spectacular handpainted design depicting the Spanish destination for Martindale's holiday tours. Plaxton's signwriters Fred

Bernard (shop manager) and Trevor Pickup (signwriter) spent two and a half weeks completing the paint scheme. The third vehicle will be liveried for Siesta Holidays.

Each coach is mounted on Scania K113 tri-axle underframe and the Plaxton 4000 bodywork is to five star specification with Suttrak air conditioning, 65 reclining seats, four TV/video monitors, on board catering and toilet/washroom.

Volvos are up Bakers' street

▲ BAKERS Coaches Ltd, of Weston-super-Mare, has taken delivery of two new Volvo B10M GL Van Hool Alizee-H coaches.

Supplied by the Moseley Group, the specification includes centre sunken demountable toilet, continental door, 49/53 Labellux reclining seats, double glazed side windows, five litre water boiler, colour monitor/video and curtains.

Cash is there for the taking

It's almost the end of May already! The year seems to be flying by, but it does when you are busy.

Here at Marksman Coaches it is frenetic. I kid you not, I am getting more work than I can handle - yes, at the Marksman prices shown in this column recently and sometimes far more!

I have never believed in bulk discounts in our industry. Whether it is one, five or fifteen coaches on a hire, the cost per vehicle remains the same.

Indeed, I feel there may be a good case for increasing prices for large, multiple coach-hires on the basis that the bigger they get, the less people there are who are able to cope with them.

I put this to the test recently on

a job which, spread over two weekends, involved 40 coach movements with each requiring 280 miles and eight hours work.

The price as a 'one off' single coach for this on my pricing table was £242 for a 53 seater. I quoted £285 per coach - and got the job!

Good as that may be, it is still only just over £1 per mile. Marksman Coaches is running some regular excursions which are turning in £3 a mile - and they are selling like wildfire!

I hope that, in mentioning these pointers to what looks like being the most profitable year yet, I am not seen as being immodest.

My purpose in disclosing these figures is simply to demonstrate the real potential that is there for the taking.

I am thoroughly sick and tired of having conversations with operators who bemoan the fact that they are getting less this year than they were last year or in some cases, lower prices than they took five years ago.

It is high time we closed our ears to these tales of (self inflicted?) woe and, instead, hear some success stories.

Letters in this vein will be welcome.



Keep clear of bad players

I do have my moments of madness and, in one of them, agreed to do some work last winter for a very well known tour operator. Well known, in fact, for not settling bills with any promptitude.

Being me, I made sure that the price allowed for some delay in settlement, but I had not reckoned on it taking quite so long as this.

Invoices, statements, polite letters and threatening letters all have elicited not a single response, including the faxed warning of imminent issue of a county court summons.

Just to make sure that the fax had been received I telephoned. Oh yes, 'I have the fax before me' a polite young lady said, but not polite enough to phone back 'within five minutes' - as she promised - to explain the delay in payment.

The summons is now issued and, barring the company going into liquidation, the simple and excellent facilities of the county court will enforce payment. I am not in the business of giving interest free loans to anyone.

But that is not really the punch line of this item! By a delicious stroke of luck, just as I was completing the form to have the summons issued the company telephoned.

I thought it was going to be a 'cheque in the post' line and was wondering how to respond. But no, as fortune would have it, it had a coach broken down on a nearby motorway and wanted some assistance. I am sure I need not tell you what my reply was!

What with that, and the summons, the company did not, of course, ask me to work for it again. But that is no loss. Indeed, I would decline its work now at any price - unless it was cash in advance. Bad payers are never good customers.

My only mistake was working for the company at all, knowing it's reputation.

Used PSV prices could fall further

There is an old business maxim about cutting one's losses small which seems to be a bed-fellow of 'look after the pennies and the pounds will take care of themselves'. I fear that the Victorian values therein expressed are a little anachronistic in today's world.

In the matter of credit control, cutting one's losses small could, in our costly business, mean refusing to do any more work for a hirer whose account stands in thousands of pounds unless he coughs up some cash. The fact that he may take his business elsewhere is immaterial - for he takes his credit too. Better to lose thousands than tens of thousands - as, sadly, I once found to my cost. Big money can, today, be involved in cutting losses small.

The same is true on sales of used coaches at the moment. I was actually in conversation with an operator who said that he agreed with Marksman's views on cutting back to the profitable level of operation. "But," he said, "that would involve me selling a coach which is worth £40,000, but I can get only a bit over £30,000 for it."

Sorry, chum, it is not worth £40,000! Any article is only worth what it will sell for. In this arena cutting losses small might well mean taking £8,000 or £9,000 less than what we think a vehicle ought to be worth.

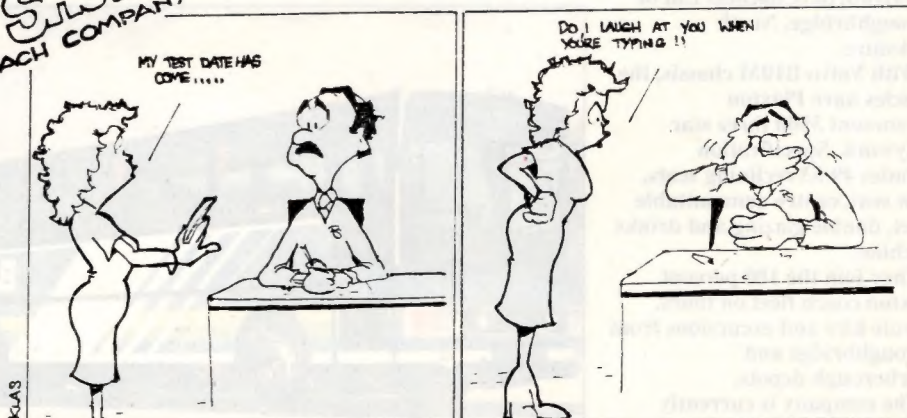
Surely it is better to do that now than operate it for a year and make, perhaps, a £10,000 operating loss with it due to bad pricing.

Not to mention the fact that the vehicle's sale value later may be even wider than the present gap between real and 'wished for' value.

For the dealers' stockyards still look remarkably full and, if people are not buying now, when will they?

If I had to put money on it, my bet would be that used PSV prices are due to fall further yet.

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(d) Midi buses _____
(e) Mini buses _____

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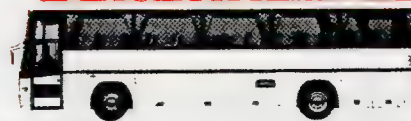
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JONCKHEERE





Seen here on the Coachmart test route on Blubberhouses Moor in Yorkshire, the Beagle adds its 'big coach' look to the rugged scenery.

Beagle with a noisy bark

A SERIES of road tests with Reeve Burgess Beavers fortunately put me at the head of the trade press queue to test its new Beagle coach, with 29/33 seats and mounted on a modified Iveco Ford 70.14 truck chassis.

Truck-derived chassis have not had a particularly good reception in the industry, with such makes as the Renault Commando and Leyland DAF Roadrunner hitting the bus and coach industry with a

Performance

Acceleration

0-30mph	12 seconds.
0-40mph	20 seconds.
0-50mph	24 seconds.
0-60mph	34 seconds.
0-70mph	48 seconds.

In top gear (lowest comfortable speed 15mph) -

30-50mph	17 seconds.
50-70mph	28 seconds.

RPM @ speeds in top gear -

30mph	1400rpm.
40mph	1800rpm.
50mph	2300rpm.
60mph	2800rpm.
70mph	3200rpm.

Rod Davey is first in the queue to test the new Beagle, and finds a coach with a bark that matches its bite!

variety of bodies, but creating minimal impact. Nevertheless, Reeve Burgess appears to be following a policy of constantly renewing its product range, and the Beagle is the latest in a long line of launches over the last few years.

Iveco Ford's 70.14 chassis are being modified by Leighton Buzzard-based Chassis Developments prior to Reeve Burgess building the Beagle body. The main modification lengthens the chassis, with the wheelbase extended from 3750mm to 4417mm and the front overhang by 300mm. Such changes also mean the throttle cable has to be extended by 500mm, as well as the fitment of a new tachograph.

Other changes include the repositioning of the steering column, fitment of greaseguards to the front and rear sections of the exhaust and spring shackle stops to the rear of the front springs. Chassis functions are moved to the offside, with the exhaust exit, diesel tank, fuel pump and batteries being relocated.

The bonnet cover is extended forwards, and the gear lever is

lengthened and shaped to cope with the interior engine cowl. Finally, other aspects of the Beagle's body design require the bending of the air compressor pipe within the engine bay. And the electrical junction box, which is usually located at the rear of the 70.14 chassis, is repositioned for access under a flap near the offside cab position.

Outside in

Apart from its new front and



Access to hoses, radiator and windscreen washer fluid is through a frontal drop-down flap.



road TEST

inwardly-curved lower skirts, the body is a modified Beaver, providing the operator with a mixed Reeve Burgess fleet a certain commonality of body parts. Reeve Burgess MD David Quainton said at the Beagle's launch last October: 'It represents a further development of our range and will slot in between the Beaver body on the Mercedes 811/814D and the Harrier on Leyland Swift. It will have a strong family resemblance to the Harrier and promises to be an exciting and very competitively-priced small coach'. Priced at £42,750 net at this specification, the Beagle is the first Reeve Burgess vehicle to be sold direct from Pilsley.



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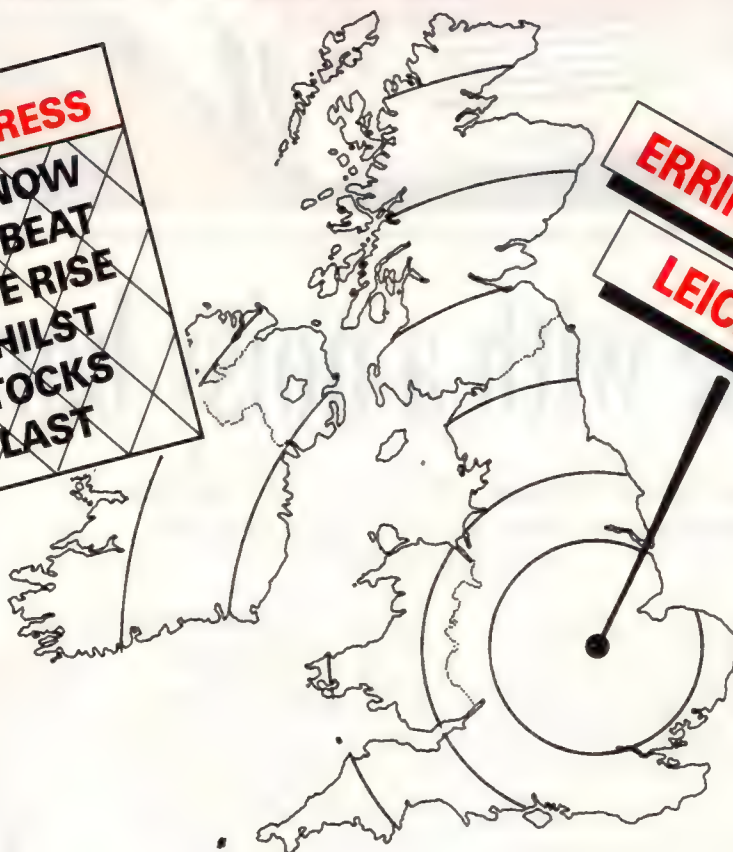


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ROAD TEST



Main electrics are reached via a hatch beneath the driver's signalling window.

The vehicle represents a further stage of co-operation between Reeve Burgess' parent company Plaxton plc and Iveco, which started in 1988 with Plaxton's acquisition of Iveco's Carrosserie Lorraine operation in northern France. Reeve Burgess also offers the smaller Beaver body on the revised Iveco Ford 49.10 Turbo Daily chassis.

Reeve Burgess maintains many midicoach designs have excellent seating capacity but lack the necessary luggage capacity. But the all-steel corrosion protected Beagle has slightly under three cubic metres of luggage space, with a 2.43 cubic metre rear boot and an 0.52 cubic metre nearside locker. However, the extra locker will no doubt tend to be used by most operators for cleaning materials.

Access to the carrier-mounted spare wheel and batteries is provided by lift-up panels to the offside of the vehicle. The main electrical panel is located below the driver's signalling window. Together with exterior finish including stainless-steel wheel trims, the whole exterior is finished in single-colour paint as standard.

From the front the Beagle's 'family resemblance' to the Harrier is most noticeable. But access to hoses, radiator and windscreen washer fluid is through a drop-down flap rather than the Harrier's frontal parallelogram hatch. Access to the

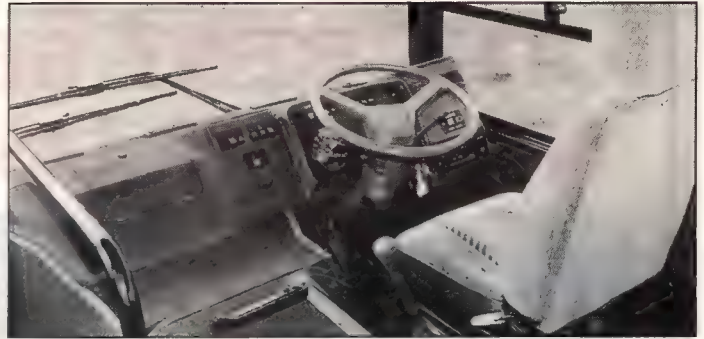


The width of the rear offside emergency exit is reduced by two thirds because of the positioning of the rear seats.

oil and coolant fillers is inside the vehicle, to the left of the driver's fascia panel, through an easily opened small drop-down flap.

A new single piece double-curvature windscreen, specially designed for the vehicle, is complemented by coach-style heavy-duty cross-over wipers. Such features give this midicoach an attractive 'big coach' appearance. However, such styling means that windscreen replacement does not come cheap.

Glazing on the side windows,



From the driver's seat, which was a fully-adjustable Bostrom with a head restraint fitted, visibility was excellent.

Specification

Vehicle: Reeve Burgess Beagle coach/Iveco Ford 70.14.

Retail price (ex-VAT)

£42,750 net.

Dimensions:

Length	8499mm.
Width	2320mm.
Height	3000mm.
Wheelbase	4417mm.
Rear overhang	2452mm.
Front overhang	1630mm.

Weights:

Unladen	5120 kg.
GVW	7400 kg.

Engine:

Type	Iveco 8060.05 4-stroke naturally aspirated diesel engine.
Capacity	5861cc.
Bore x stroke	104mm x 115mm.
Maximum power output	138bhp (101.6 kW) @ 3,000rpm.
Maximum torque	287 lbf.ft (389Nm) @ 1,600rpm.
Cooling	Water cooled by centrifugal pump with thermostatic control.
Lubrication	Full flow oil filtration.
Air filter	Oil bath.
Fuel system	Bosch high pressure injection pump with cold start.

Transmission:

Gearbox type Iveco 2846 5-speed manual.

Gear	Ratio	Max Speed	Max RPM
1st	7.71	10mph	3300
2nd	3.89	16mph	3300
3rd	2.31	30mph	3300
4th	1.47	50mph	3300
5th	1.00	70mph	3200
Reverse	6.69	-	-
Clutch type	Diaphragm spring single dry plate (305mm dia.)- hydraulic with automatic adjustment.		

Brakes:

Type	Dual-circuit air hydraulic.
Front	Disc (4-cylinder caliper with ventilated disc) - 315mm dia.
Rear	Drum - 325mm dia. x 120mm wide.
Friction area	617 sq cm per wheel.
Power	Front and rear circuits separate, controlled by dual foot valve -

Primary/secondary

hydraulic with automatic adjustment. Separate front and rear circuits controlled by dual footvalve delivering air to two hydraulic servos. Rear axle brakes regulated by load-sensing valve. Secondary braking by split system. Delay valve in front braking circuit. Air acting mechanically on rear wheels. Air-operated butterfly valve in exhaust manifold. Controlled by button at driver's left foot.

Parking

Exhaust brake

Suspension:

Type	Leaf springs.
Front	Dual rated semi-elliptic.
Rear	Dual rated semi-elliptic with Torgo assister.
Stabilisers	Torsion bar on front and rear axles.
Shock absorbers	Telescopic on both axles.

Steering:

Type	ZF 8036 re-circulating ball steering box with integral power steering. Ratio - 18.3:1.
Steering wheel	Twin spoke 450mm dia. with column lock.
Turning circle	13240mm (43'5").

Axles:

Front	Rigid 'I' section beam.
Capacity	(design) 2850kg.
Rear	Fully floating single-reduction with spiral bevel gearing, ratio 4.18:1, giving maximum governed speed of 63.9mph @ 3,000 rpm.
Capacity	(design) 4800kg.

Electrics:

Alternator	28V 55amp.
Starter	3kW (4hp).
Batteries	2 x 12V 110Ah.

Tyres: 8.50R 17.5 PR10 tubeless radials.

Wheels:

Configuration	Single front, twin rear.
Type	One-piece steel disc 5.25 x 17.5
rims.	

Warranty:

Chassis	One year unlimited mileage, two year driveline only.
Bodywork	12 months.

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49/53 recliners, centre sunken
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ALGARVE – MAN 10.180.
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48 seats, toilet, servery, tinted
windows.



87 (D) M.A.N. – REEVE BURGESS.
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DISAPPOINTED"**

ROAD TEST



The Beagle is capable of handling up to 33 seats. The test vehicle had 29, creating lots of leg room.

with tinted toughened glass to the sides and rear, has some commonality with the Harrier. The side glazing is square-corner gasket mounted, which combines the appearance of direct fixing while making windows easier to replace.

The offside rear emergency door, although quite wide, is narrowed by two-thirds of its width being obscured by the rear seats. While bringing it slightly forward may make the offside windows non-standard, it would speed escape in a bad accident.

Through the air-operated plug door, the Beagle reveals why it is not being offered for local bus work. Its entrance step configuration is constrained by the

positioning of the 70.14's internal engine cowl, which effectively separates the driver's cab from passenger access.

The steps are spiralled at 90 degrees, with clearance for the lower door reducing the tread width on the second step. However, the passenger is forewarned by a lower window, set into the door, revealing the layout when the door is closed. Unfortunately the test vehicle's door did not have an exact fit and the lower portion did not precisely seal with the inwardly-curved lower body section.

Two further steps, which are evenly spaced from ground level with the others, take the passenger to the main saloon floor, which is level except for a raised section at the rear to provide the extra boot luggage space. While the steps are covered with Sorbo rubber non-slip 'dimple effect', the saloon floor is covered with heavy duty Treadmaster lino to both the aisle and under seat areas.

The Beagle is offered with up to 33 seats, and the test vehicle was fitted with 29.

Perhaps a configuration of 31 seats would provide an optimal layout for the operator without affecting passenger comfort too much. High-back coach seats are upholstered on MTB frames with Firth moquette.

Parcel racks, which may be equipped with forced-air ventilation as an additional option, are full length on both sides of the

coach. Standard ventilation is via two lift-up roof vents and heating is provided by Purmo convection radiators mounted on both skirtings. Heating in the front and cab areas is by the chassis heater/demister unit. Fluorescent lights are controlled by a dash-mounted switch.

Interior options include either decorative or full-draw curtains, power extractor fan and a PA with a wanderlead mike, although any courier would have to occupy a normal passenger seat. However, a Panasonic radio/cassette player was fitted to the test vehicle, featuring two pairs of roof mounted speakers and a roof-mounted aerial.

Longitudinal pitch was barely discernible, whatever the speed, whether on the motorway or trunk road sections of the standard Coachmart two-day test route. There was a steady, but controlled roll which was generally good, especially at lower speeds. But severe crosswinds during the test may have given an untypical impression.

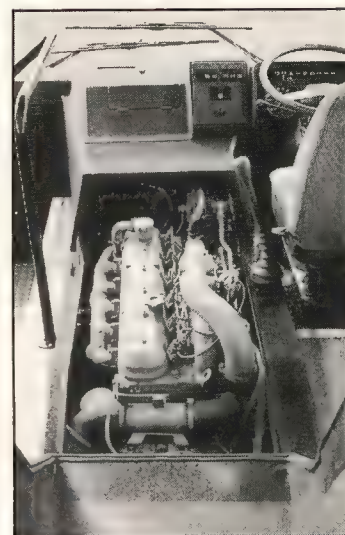
Driving

From the fully adjustable Bostrom driver's seat, with a head restraint fitted, visibility was excellent both forwards and to the rear. The offside exterior mirror was mounted above eye-level, so you don't need to crane your neck to avoid blind spots at junctions. And the Panoramic interior mirror gave a good view through the rear window, due to the excellent interior roof-height, despite the high-back coach seating.

I found the Bostrom seat a little hard. I also found the contouring of the back squab left a lot to be desired. All this is a little puzzling as in the past I have found Bostrom seats extremely comfortable. Perhaps the seat was mounted outside its optimal position in the driver's area.

But I found everything easy to hand and a simple, well laid out fascia panel. I found gear changing as easy as with the 49.10 which, despite some operational reservations, is a 'driver's machine'.

The gear configuration on the 70.14 is similar,



Showing clearly the absence of insulation on the engine cowl, this picture reveals the comprehensive internal access to the Iveco Ford 8060 diesel engine.



Engine cowl intrusion means entrance steps, although shallow, have a 90 degree spiral.

Fuel Economy

	Distance	Used	MPG
Motorway Section			
M61 Kenning to M1 Leceister Forest	161.8 miles (260.4km)	14.15 gallons (64.33 litres)	11.43
M61 Kenning to Chesterfield	101.28 miles (163.0km)	7.12 gallons (32.38 litres)	14.22
Trunk Road Section			
M1 Leicester Forest to A1 Bramham Xroads	144.9 miles (233.2km)	8.28 gallons (37.64 litres)	17.5
Cross Country Section			
Bramham Crossroads to M61 Kenning	160.56 miles	10.37 gallons	15.48
GRAND TOTAL	467.27 miles (752.0km)	32.8 gallons (149.1 litres)	14.25
SUB TOTAL	406.75 miles (654.6km)	25.77 gallons (117.15 litres)	15.78

IVECO MIRA TESTS - 16 to 18mpg.

Route - Standard Coachmart two-day test route.

Replacement Costs (ex-VAT)

Headlight unit	£43.13.
Rear light array	£49.06.
Complete clutch pack	£250.50.
Clutch disc (£30 surcharge)	£61.36.
Service exchange gearbox (£300 surcharge)	£1374.60.
New engine	£5750.00.
Front linings (set)	£147.48.
Rear linings (set)	£77.54.
Oil filter	£5.62.
Fuel filter	£7.23.
Air filter	£62.81.
Fan belt	£13.74.
Windscreen	£980.00.
Standard side window	£75.14.

ROAD TEST

with a normal 'H' layout supplemented by a left-hand inverted 'L' forward gate for reverse and a rearwards movement in between for the crawler gear with a ratio of 7.71:1.

In normal use the vehicle can be driven as a normal 'H' four geared machine, with most pull-outs using second gear with its 3.89:1 ratio. Very forgiving, the ratios appeared evenly spaced, and the Iveco 2846 box was well matched to the Iveco 8060.05 138bhp naturally-aspirated diesel engine. The engine cowl was cut-away to facilitate reverse and first gear changes.

There was plenty of room underneath the fascia for effective foot-control. The throttle had a nice and easy firm control, presenting an enjoyable driver environment. And a responsive but progressive footbrake, supplemented by a foot (heel)-controlled exhaust brake, provided effective control in a straight line.

Unfortunately the clutch pedal was set a little high, but longer actuation travel was relatively easy. However, changes down were a bit of a howl if I did not double-declutch with the synchromesh unit. Such noise was not so much a reflection of the Iveco 2846 transmission, but of overall internal noise levels, which was very intrusive.

Following my criticisms of the test vehicle, which had an uninsulated engine cowl, I followed up with a further short test after the Southampton Rally. With insulation, decibel readings of 115 had been reduced to 96, but it must be said the common complaint of other truck-derived chassis still applies - the vehicle is too noisy.

Pulling power was considerable, with lengthy inclines on both days dealt with effectively with the unloaded vehicle. Even on the first day of the test, the vehicle's performance in the middle speed range was quite remarkable, with 40mph reached in 20 seconds and 50mph in 24 seconds. gradients on the A47 in the trunk road section were taken with ease.

On the second day in the Yorkshire Wolds the Beagle took Garrowby Hill in fourth gear, only dropping to third with a speed of 15mph on the steepest section of this gruelling 1 in 10 climb. And towards Malton from Fimber, a considerable uphill gradient was taken in fourth gear with the revs at 2200rpm.

Steering, with the ZF 8036 re-circulating ball with power assistance, proved very easy. A geared steering ratio of 18.3:1

meant the vehicle could be steered with one finger, and there was no play in the wheel. When considered with its very positive 'road feel', manoeuvrability was excellent both backwards and forwards.

Verdict

Although Iveco's MIRA tests came up with consumption figures of between 16-18mpg, my overall figure was 14.25. However, if what appears to be a 'rogue' result, which may be due to extensive performance tests carried out at the start of the test, is taken out (the section between Pilsley and Leicester Forest East), the overall figure becomes 15.78mpg. And with a maximum top speed of 60mph on the trunk road section, the vehicle returned 17.5mpg between Leicester and Bramham Crossroads in Yorkshire.

Using single carriageway roads in the hilly Yorkshire Wolds and north Pennines in the section between Bramham and M61 Kenning services, the best average fuel consumption figure was 15.48mpg. However, intrusive engine noise marred the whole test.

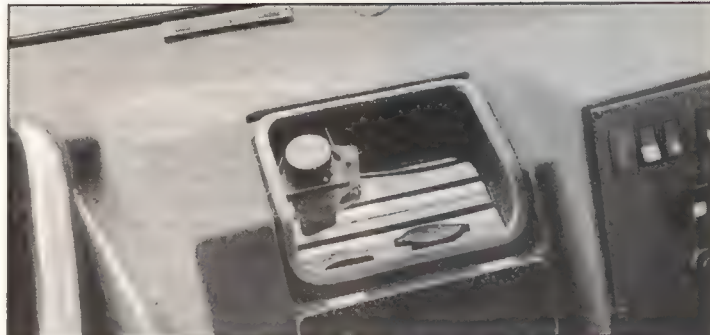
Previous truck-based criticisms of the suspension have been minimised, with ratings on the semi-elliptic leaf springs improved for PSV applications. And an overall length of less than 8.5 metres, combined with a GVW of 7400 add to its operational flexibility, giving 2280kg spare capacity for up to 33 passengers and their luggage.

The Beagle is offered with the full backing of the Iveco Ford national dealership network, and has warranty cover for both body and chassis for its first year of operation. Furthermore, the driveline is covered for a further year's operation.

This vehicle has an attractive price of less than £43,000 net, and apart from the noise, is generally a good vehicle with lots of operational potential.



The rear boot has a capacity of 2.43 cubic metres.



Access to engine oil and brake fluid is via this panel, mounted internally on the central fascia panel.

Vehicle Assessment

Engine/Transmission

Acceleration tests show the Iveco 8060.05 138bhp diesel engine is well matched with the Iveco 2846 5-speed manual gearbox. A nippy machine creating an enjoyable driver environment with plenty of pulling power (unloaded) - and a 'forgiving' gearbox.

Brakes

Nice, smooth and progressive. Exhaust brake effective if used in conjunction with primary braking system (useful when truck pulled out without warning on M1).

Steering

Slight pull to nearside, but otherwise very easy and positive with no play (power ratio 18.3:1).

Roadholding

Felt light when unladen at high speeds on the motorway section. Roll and pitch generally good, especially at lower speeds, although high crosswinds on first day made vehicle roll noticeable, but not excessive.

Controls

a) Switches - Iveco dash full 18 inches from curved windscreen, with everything to hand and well laid out. Dials unobscured by steering wheel spokes when turning.

b) Pedals - plenty of room for feet and controls under fascia.

Throttle - nice firm easy control.

Brake - responsive but progressive.

Clutch - set a little high causing lengthy, but easy, travel.

c) Gearchange - Iveco configuration with first gear crawler (7.71:1) and reverse at left hand side, allowing most pull-outs in second using 'H' layout as a 4-speed box. Nice even ratio promoting easy changes. Engine cowl cut away to facilitate first gear.

d) Handbrake - optimally positioned on right hand side with a nicely-spaced reach. Held firmly on all gradients.

Visibility

Excellent views both front and rear. Exterior mirrors mounted above eye-level, therefore no avoidable blindspots at junctions. Panoramic interior mirror also gives good rear view, through side as well as rear - and is not obstructed by coach seating due to high Reeve Burgess interior headroom. Heavy duty crossover wipers dealt well with rain and hail.

Space

Definitely a truck-derived chassis as the engine cowl constrains both the entrance and driver's areas, bisecting both latitudinally. Although Reeve Burgess has designed the entrance step layout optimally, the engine cowl position forces a 90 degree turn. Otherwise, the Beagle has normal coach passenger circulation, and excellent interior headroom.

Noise

Due to MIRA tests Reeve Burgess had not had time to fit insulation to the engine cowl, making engine noise extremely intrusive, especially at high speed on the motorway section. Readings of 115 decibels were reduced to a still noisy 96db when the insulation was fitted prior to the Southampton Rally.

Heating

Purmo convection fitted to the saloon, with heater/demister unit in cab area.

Ventilation

Two lift-up roof ventilators.

Lighting

Fluorescent light units controlled by dash-mounted switch.

Attention

Routine maintenance accessible through locker flap mounted on centre fascia, with both front panel and an easily removable engine cowl giving further access.

Options

Decorative or full draw curtains, power extractor fan, forced air ventilators in parcel racks, and public address system with wanderlead microphone.

“Engineering wise the Pullman is very good – reliability so far is excellent, maintenance is easy and build quality is very good.”

Ian Tarran, Chief Engineer
Kentish Bus & Coach Co. Ltd.

“They’re absolutely superb with incredible fuel economy. The drivers think they’re marvellous too...”

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“Our customers are delighted with the 16 now in service. They are proving very customer friendly and score heavily with the low floor, seat spacing, roominess and general comfort.”

Brian Hirst, General Manager
Kentish Bus & Coach Co. Ltd.



“Passengers love the Pullman because of the low wide step and its excellent stability.”

Ian Whiteley, Transport Manager Star Line Travel

“It was noted that the average fuel consumption achieved during the trial was 24.9 mpg.”

National Bus Company Report on Triaxle

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Ferris prison sentence appropriate, says Court of Appeal

SOUTH Wales coach operator Mr Raymond Ferris has lost his appeal against a nine month prison sentence, and an order that he pay £5,000 towards the prosecution's costs, for aiding and abetting drivers to falsify tachograph charts.

Mr Ferris, who trades as Ferris Coach Holidays, of Senghenydd, Mid Glamorgan, after first pleading not guilty, subsequently admitted 10 specimen counts of aiding and abetting drivers to falsely record their tours of duty, and the speed and distance travelled, when he appeared before Bristol Crown Court in March.

Twenty five drivers and Ferris' office manager and accountant, Mrs Elizabeth Kelly, of Llandaff, Cardiff, were fined a total of £10,900 after they admitted 273 offences of making false entries in tachograph charts. (Coachmart April 5th.)

A further 12 Ferris drivers were dealt with by Avon North magistrates, being fined a total of £8,892, after pleading guilty to 170 offences of falsifying tachograph charts.

Three of Ferris' sub contractors and a number of their drivers were also prosecuted before the

magistrates and fined. In March 1988, Edwards of Markham and three of their drivers pleaded guilty to 16 offences and were fined a total of £9,684.

In August 1988, Howard Mainwaring, trading as Main Line Travel, of Tonyrefail, and four drivers were convicted of 21 offences, being fined a total of £6,721; and Gwyn Jones & Son, of Bryncethin, Bridgend, and three drivers, were convicted of 10 offences and fined a total of £3,084.

On appeal, it was said on Ferris' behalf that although he had known that false tachograph charts had been handed in by drivers on occasions, he had done his best to stop such offences by issuing written warnings threatening dismissal.

Dismissing Ferris' appeal, Mr Justice Fennell said the court believed that Ferris must have known, and by his guilty plea he had acknowledged that he knew, what was going on. The sentence was appropriate, notwithstanding Ferris' pleas and his previous good character. Ferris had presided over a transport business in which tachograph falsification was rife.

Though it had been suggested that Ferris had been sentenced on the wrong basis, the trial judge was experienced and there was wholly satisfactory evidence before him that entitled him to reject claims that Ferris derived no benefit from the offences.

In considering the appeal, they had paid attention to the remarkable record of success Ferris had achieved in the transport industry. From a modest beginning, he had taken the firm's turnover to nearly £1 million in 1987, and the court understood that it was now more than £2 million.

A coach operator for 18 years, Ferris had about 50 drivers and 12 coaches running to France and Spain, together with a domestic element.

In October 1986, Avon and Somerset Police officers went to Ferris' garage premises and seized tachograph charts and vehicle running sheets. Others were taken from a coach at Dover. An examination of those documents revealed extensive tachograph abuse. Ferris summoned his drivers and they were given advice.

A year later Avon and Somerset

*licensing
&
legal*

**WEEKLY REPORT
ON LAW
AND THE
COACH OPERATOR**

By Michael Jewell

police searched the premises and took 549 tachograph charts which showed that the abuse had continued and that the warning had not been heeded.

Mr Justice Fennell said that the court believed that Ferris had no answer to the charges. The tachograph regulations were the very essence of public safety. They protected drivers from over long hours and the safety of passengers and other road users.

Because Ferris had initially indicated that he was neither prepared to help the police, nor accept blame, costs incurred in investigating the matter rose to more than £100,000.

Driver operated his own sight seeing excursions during Lake District Tour

A COACH driver, who operated his own sight seeing excursions whilst driving on a Lake District Tour for Smiths Shearings Ltd, was fined a total of £140, when he appeared before Wigan magistrates accused of a number of offences.

Mr Alan Hazelhurst, of 9 Derwent Place, Ulverston, pleaded guilty to four offences of using a coach when uninsured, being given an absolute discharge in

relation to each without any endorsement of his driving licence; two offences of failing to enter his name on the centre field of a tachograph chart, for which he was given a conditional for one year in respect of each; two offences of exceeding 4.5 hours driving without the required break and four of failing to take sufficient weekly rest, being fined £20 on each.

Mr Hazelhurst pleaded not

guilty to seven offences of making false entries in tachograph charts and to one offence of taking insufficient daily rest. The magistrates dismissed the false tachograph allegations, but convicted him of the daily rest offence, fining him £20.

For the prosecution, Mr John Wilson said the charges arose following an anonymous complaint received via the Department of Transport to the

effect that a driver employed by Smiths Shearings was using a coach owned by them to do journeys which were extra to the itinerary for a tour to the Lake District.

Tachograph charts relating to the driver concerned, Mr Hazelhurst, were obtained from Smiths Shearings for the period between 14 August and 24 September 24. From an examination of those charts it was

evident that Mr Hazelhurst had been using the coach on a Tuesday night to make additional journeys.

He later admitted to Smiths Shearings that he had used it each Tuesday for an additional excursion to Morecambe illuminations and as a result he was dismissed.

As the coach was not being used on the company's business on the four dates in question, it was not covered by insurance, said Mr Wilson. Mr Hazelhurst had driven on one occasion for six hours 36 minutes with only a 26 minute break, and on another for five hours 46 minutes with only a 28 minute break.

PC Graham Robinson, of Greater Manchester Police, said that on seven dates there were discrepancies between the odometer readings and the distance traces on the tachograph charts, the discrepancy varying between 24 and 112 kilometres.

The tour itinerary showed that Mr Hazelhurst should have finished work at teatime on Tuesdays, and that he should have had a dayoff on the Wednesday. There was no mention of a journey to Morecambe illuminations.

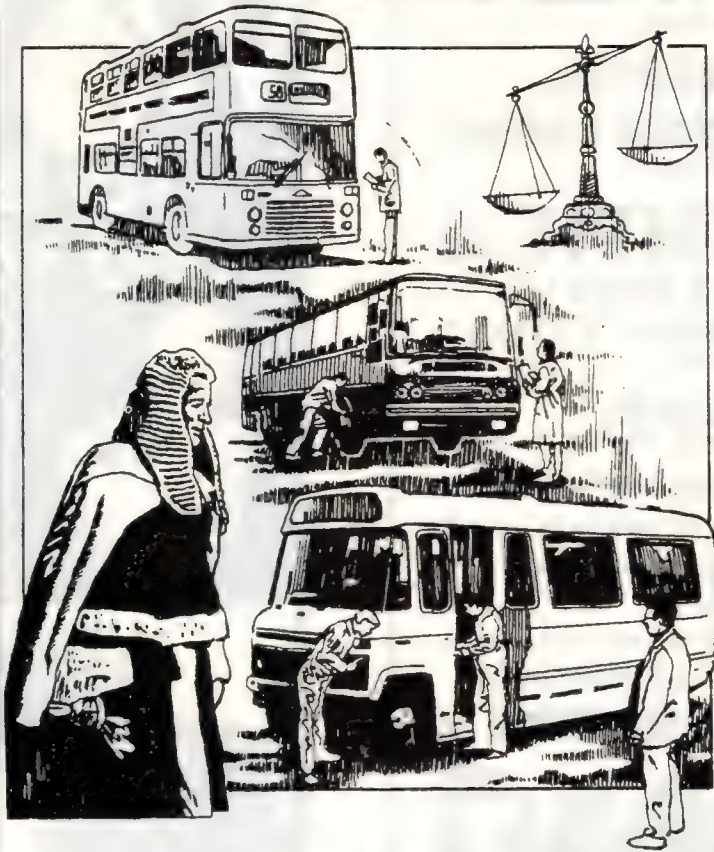
On 8 September, Mr Hazelhurst had arrived in Poole at 2230 hours and had gone back on duty at 0615 hours the next day, giving a daily rest period of only seven hours 45 minutes.

In relation to one of the falsification allegations, Mr Hazelhurst said he had been driving a Volvo after having had problems with his own vehicle. He was not used to the Volvo and he could only think that he had failed to lock the tachograph properly.

As far as the other false records allegations were concerned, Mr Hazelhurst said he could not explain the discrepancies at all. He had not knowingly made false entries. He was aware that Smiths Shearings had the tachograph charts checked by computer and that he would have been found out. It had been his practice to enter the finishing mileage on the chart on the Thursday morning before commencing driving.

On reflection, it would have been better to enter it on the Tuesday night. If he had been doing anything illegal he would have tried to cover himself and if he had wanted to hide something he would have 'pulled' the fuse from the tachograph.

Every week he had employed Browns Coaches, of Ambleside, to do his rest day working for him. He had understood the Morecambe trips were authorised, having been told about them by a



senior driver. That was as much as he had ever done as far as extra journeys were concerned.

Mr Hazelhurst said the alleged daily rest offence had arisen due to a breakdown. He had been stuck in a traffic jam because of a fire in the New Forest. He was told that

he had to get the coach into Poole before 7am to get it repaired.

Every other company he had worked for had pointed out discrepancies on his tachograph charts to him when they arose. That did not happen with Smiths Shearings.

Mr Hazelhurst said that he had an exemplary driving record and he would not have driven the coach if he had realised it was uninsured.

Questioned by Mr Wilson, Mr Hazelhurst said that the only possible explanation for the discrepancies was that someone else might have used his coach on his day off. He could not say as he was not there. He had not noticed any sign that his vehicle had been interfered with. As a coach driver he was aware of certain things that were regarded as perks. There were certain excursions that had to be done. Any others that could be squeezed in were a bonus for the punters.

He was told by the other drivers about the Morecambe trip, so he assumed that it was alright. He had charged the passengers £30 for fuel, but had made nothing out of trips. The idea had been to maximise the tips he would get at the end of the tour. He had just been doing a little bit extra for the passengers and had not realised he was doing anything wrong. He had taken the word of other drivers when he should have contacted head office.

He felt he had been made a scapegoat when other drivers were fiddling their tachographs to do the Morecambe trip. He agreed that an obvious cause of the discrepancies would be to run with the tachograph unlocked.

Local service ban on Pilkington's of Accrington lifted

IN granting a licence to a limited company formed to take over the business of Raymond and Mary Pilkington, trading as Pilkington's Coaches, of Accrington, the North Western Traffic Commissioner, Mr Martin Albu, has lifted a ban on the firm operating local services which was imposed early last year. (Coachmart, January 20th, 1989.)

Pilkington's (Accrington) Ltd, of 135 Blackburn Road, Accrington, had applied for a new national PSV operator's licence authorising the operation of five vehicles.

Mr Raymond Pilkington, a director, said the business had been changed to a limited company on advice received. They would like to have the ban on the operation of local services lifted as it prevented the company from tendering for school contracts.

Mr Albu said that a condition prohibiting the operation of local services had been imposed on the partnership's licence because of their unreliability of operation. What assurances could Mr Pilkington give to him that the company's operations would be reliable in the future?

Mr Pilkington said their operations had been unreliable in the past because they had decided to cease trading over a six week period because of the

hassle they had been having from everybody.

They advised their drivers to look for alternative work and the drivers left the firm before the services stopped operating, thus preventing them from operating reliable services.

Admitting to the Commissioner that their services had been unreliable prior to the six week period referred to, Mr Pilkington said that they did not intend to run any public services in the future, but they would like to operate school contracts.

They were currently operating five vehicles, having cut the fleet down from 18 vehicles to a more manageable size following convictions relating to the maintenance of their vehicles in 1989. Including himself, they employed a maintenance staff of four, one of whom was part time but available all the time. They had a marvellous garage and he did not foresee any maintenance problems, said Mr Pilkington.

Granting a licence without imposing any condition relating to the operation of local services, Mr Albu emphasised the importance of operating a regular and reliable service at all times. He said that if there was any further trouble over Pilkington's operations, the company would be back before him with a condition imposed on its licence.

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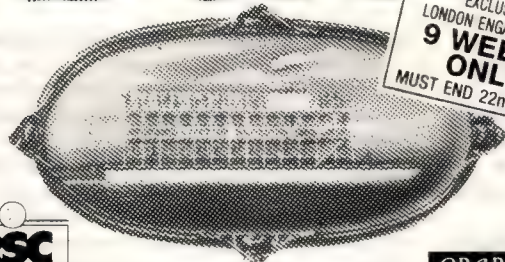
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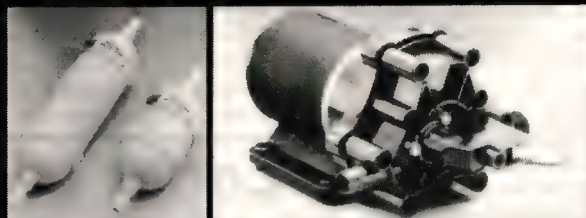
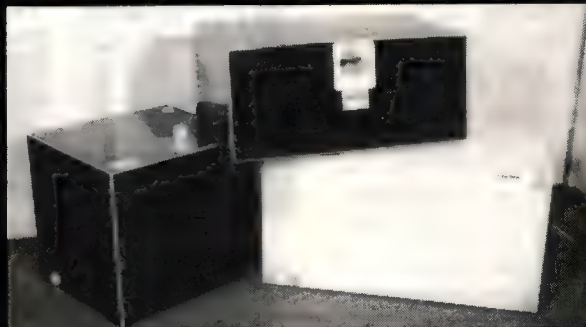
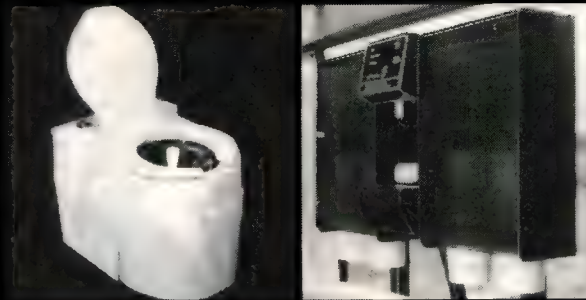
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BUYING SECONDHAND



BUYER BEWARE!

NO MATTER how much we kid ourselves, buying decisions are too often based on personal preferences rather than hard-headed objectivity. How often do things look better in the shop than when you get them home? Look at any dealer's yard and spot the coach you like - that's not difficult. The problems often start when you get the vehicle back to your garage.

Your judgment may be clouded once you have weakened in the face of an irresistible combination of power and beauty. It's human nature and the stuff salesmen love to cultivate. It doesn't matter whether it's an exotic touring machine or a decker for schools contracts, some vehicles are attractive, while others left any charm or charisma on the drawing board.

ADVICE - don't buy on impulse.

Beware the femme fatale. The real judgment must be: will it do the job it's been bought for without causing unnecessary distress in the process? You may feel qualified to check and test a second-hand coach before signing on the dotted line. But the first advice to the buyer of any used vehicle must be: 'Have it tested before purchase'. Consider paying a fee for a solid, objective assessment rather than relying on your own judgment.

ADVICE - have an independent vehicle test report.

The managing director of one dealership complained to us that some buyers do not recognise the age of a vehicle, suggesting that operators have high expectations

Mike Morgan seeks advice from dealers and trading standards departments on buying secondhand coaches - an investigation which unearths some cautionary tales.

of presale preparations. Dealers should be reasonable if they are to justify a mark-up. If an engine blows within a short mileage, then a replacement seems justified, even if it should be a reconditioned unit for an older vehicle.

The same dealer did not think an independent vehicle test was essential. 'Take somebody with experience', he suggested, 'and look for the obvious signs'. Dealers automatically assume a

knowledgeable coach buyer, but they should suggest seeking expert advice where necessary.

ADVICE - take along somebody with experience.

Surely, if something does go wrong then you have legal redress? Not necessarily. Under the Sale of Goods Act a business deal can exclude certain things. Contracts between two business people may be more specific than

a consumer contract, but they must be fair and reasonable. A court will decide if there is any dispute.

You can include a clause relating to the coach being purchased as seen and tested. Every agreement can be different, but it is reasonable to expect a vehicle to be roadworthy. Roadworthy means just that, nothing more than capable of passing an MOT test on brakes, steering and other safety items.

Finance deals become more complex. Under the Consumer Credit Act a finance company has joint liability with the seller. If the dealer refuses to rectify a defect, then the finance company can be sued. Well that's the case with a consumer purchase, but a business deal could be linked into a contract with specific exclusions.

ADVICE - take particular care when buying on finance.

Jock Petrie of International Coachways, Dundee found hire purchase (lease purchase) a nightmare. He purchased a MAN powered Van Hool integral on HP. This vehicle amassed a total of 68 defects within a short period of use. Although Petrie engaged three separate solicitors over a protracted fight for compensation, he was left to conclude that he had no legal rights. Ownership of the vehicle rested with the finance company but, according to Petrie, they weren't interested.

Petrie sold the vehicle promptly at the end of the HP agreement. His experience has left him bitter and cautious of finance deals. 'My advice to anybody caught up in the same situation is just give up'.

At least buying through a dealer should give you good title. With a private purchase you must make sure the coach is not subject to HP.



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BUYING SECONDHAND

ADVICE - make sure you have a good title.

Carlton PSV managing director, Roger Dixon stressed: 'Make sure you know the terms of the contract'. Carlton offers a three month warranty on faulty parts/workmanship. This warranty must be agreed at the time of purchase. Dixon said: 'We know what we want for a vehicle and at that price we can afford to rectify faults. However, operators will beat the price down and then it must be bought as seen. We certainly help people, but the amount of assistance depends on the value of the vehicle'. In common with other dealers, pit inspection and road test facilities are available at Carlton's Hellaby premises.

ADVICE - read the contract carefully.

Local authority trading standards departments give advice in the event of a dispute, and will prosecute in a case of misrepresentation, if there is a good case to answer. Financial constraints determine a realistic approach by trading standards officers who prefer to take on cases they can win.

ADVICE - refer examples of misrepresentation to the Trading Standards Department.

It does not take a lot to sway a case in favour of the defendant. Verbal agreements are not very good. Similarly, statements taken after a significant time lag become questionable, particularly if the witness is not independent.

ADVICE - never take anybody's word for anything, get it written down.

Susan Mountford, proprietor of Supreme Travel of Manchester, recently bought a 1985 Leyland Tiger 245 with both written and verbal assurances. Written evidence concerned the advertised seating capacity of the coach. A routine visit to Supreme's local testing station suddenly revealed that the coach was not certified for the stated capacity. It took 16 weeks to obtain recertification. Meanwhile interest was being paid on the £65,000 purchase price, and no money being earned by the coach.

Mountford has written to the Advertising Standards Authority, which has promised to investigate. The ASA can rap knuckles if an



Never take anybody's word for anything.

advert is not legal, decent or honest, but cannot prosecute.

ADVICE - report false statements in adverts to the Advertising Standards Authority.

Supreme could have claimed a secondary contract for the seating to be completed within a reasonable time but, according to Mountford: 'The solicitors wanted a fortune'. Her problem was compounded by mechanical faults which further limited the Tiger's earning potential. Front end rumbling noises were caused by defective anti-roll bar bushes. Before three revenue-earning jobs could be completed, the alternator blew-up along with the regulator and wiring loom; then a front brake valve started leaking and, to cap it all, the tachograph would not marry-up with a speedlimiter (older electronic tachos will not accommodate speedlimiter wiring). According to Mountford the dealer reneged on a verbal promise to fit a speedlimiter. Her strong advice is: 'Get the agreement in writing'.

Neil Clarkson of Clarksons Coachways, Barrow, expected a dealer to supply to an agreed schedule (Coachmart 586 May 3, 1990). As a small operator, without spare vehicles, delay was costly in financial and business terms.

Even with independent witnesses one owner driver has suffered financial agony because

of a dispute over a seven-year-old coach. A catalogue of mechanical disasters left him unable to earn money for over seven months. He claims that a coach, only half way through its working life, should be more than just roadworthy. It is impossible to quote details of his case, because with the benefit of legal aid he is seeking litigation.

ADVICE - keep a chronological record of events.

Ian Soden, formerly of Yeates and now co-director of coach dealership CS Promotions of Ibstock near Leicester, believes litigation is a signal that both parties have failed.

According to Soden dealers should follow a clearly defined procedure to avoid disputes and safeguard the interests of both parties. He told Coachmart: 'I made it clear that vehicles should never be described incorrectly. Customers were brought in for a road test, and given the opportunity to inspect before discussing a deal'. Soden insisted: 'A note must be made of anything to be done, and the customer asked to sign a memorandum. Finally, the dealer should get a signed delivery note'.

ADVICE - before completing a deal, reach agreement on work to be done and have it confirmed in writing.

Soden advised that any implied warranty must be noted down, even though there is a basic obligation for a vehicle to be roadworthy. He also expected a coach purchaser to be a professional and capable of judging a coach properly.

It must be remembered that professional coach operators are the suppliers of used vehicles to dealers. Some disputes do arise from one operator's problems being passed on, through the dealer, to another buyer. Although some of this is inevitable, there are examples of vehicles arriving in dealers' yards in an unsatisfactory condition.

Alf Matthews of Halton Borough Transport bought 27 second-hand Leyland Nationals in two years and discovered that each vehicle reflected the reputation of its previous owner (Coachmart 588 May 17, 1990).

ADVICE - check the reputation of the previous owner.

Remember dealers also have to buy. Part exchange deals result in as many complaints from dealers about disreputable operators as vice versa. If you expect a fair deal, then be fair yourself. By all means change things on a vehicle, but make sure that the dealer is aware and has compensated for the condition of tyres, batteries, seats, video, radio - or whatever - in the price.

ADVICE - vehicles previously in your fleet carry your reputation.

Most dealers and operators are reputable and any suggestion otherwise would rightly offend. However, in the second-hand coach market, a few simple rules can safeguard the interests of both buyer and seller, while at the same time enabling both parties to get on with the legitimate and mutually beneficial business of making a profit.



If you expect a fair deal, then be fair yourself.



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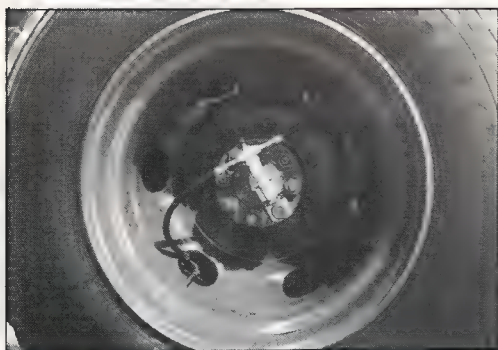
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SIR

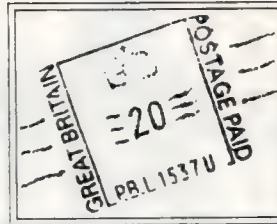
I was astonished to read that David Matthews (Plaxton) and Sandy Glennie (VL) were seriously suggesting that operators should scrap their older vehicles.

It has been my experience that our newer vehicles cause far more operational problems than our older ones. One instance of this was in the recent storms when a 30 foot roof section blew off a bus that was less than 18 months old.

The manufacturers begrudgingly fitted a new roof and the vehicle was off the road for at least a month.

In some ways Sandy Glennie is a victim of his own success in that a properly-maintained, ten year-old, Volvo is as reliable, if not more so, than a new one.

Although I agree totally that investment in new vehicles is far too low at present, I would question their methods for improving this situation. Surely



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VL boss calls for bus age limit

LARGE operators should be discouraged from selling older buses to secondary operators, says VL Bus and Coach MD Sandy Glennie.

According to VL, demand for new buses and coaches is falling sharply. From 2.8% in 1988,

coach industry to grow and has called for age limits and assisted scrapping programmes to stimulate demand for new vehicles and increase industry profitability.

According to VL, demand for new buses and coaches is falling sharply. From 2.8% in 1988,



the root cause is that the demand for our services is generally in decline and that, unless we can reverse this trend, the operator will never be able to ask realistic prices for the services provided.

I would suggest that the industry will not thrive until the Government accepts that it should actively penalise the private motorist and encourage improvements in public transport. Sadly, there seems to be little hope of Government policy changing, especially as any attack on the

private motorist would be seen to lose votes at the next election.

With ever-increasing congestion on our roads, we desperately need to convince the Government that the future lies in public transport. If policy can be changed, then demand and profits will increase and David Matthews and Sandy Glennie's companies will gain the benefits.

**A Richmond,
Director, Epsom Coaches,
Surrey.**

Manufacturers have got it all wrong

SIR

Like every operator who reads your magazine, it was with interest that I read of David Matthews' views that the use of special bus lanes should be restricted to vehicles of four years old or less; now it appears that Sandy Glennie of VL Bus is jumping on the same bandwagon.

While I appreciate that all operators do need to update their fleets, which I might add, we are constantly doing, I do resent the continual suggestion that smaller operators use old, poorly-maintained, vehicles.

May I suggest that both gentlemen look very closely at their production costs and profit levels. They, like operators, must learn to survive in a competitive industry. But it now seems that what they are trying to do is form a monopoly in the supply of vehicles, both in the production and dealer departments, and now want some form of Government subsidy in addition.

May I suggest that, if and when, they as manufacturers obtain the type of legislation they seem to require to obtain their necessary sales levels, they also negotiate a

minimum payment, either per day or per mile, which local councils can pay for contracted services.

I think high maintenance standards must be achieved by all operators, and I believe the most important parts in bus operation are to provide a service which runs to timetable, uses clean, well-maintained vehicles and provides helpful staff.

London Transport have some of the hardest bus routes to operate, in terms of trying to maintain times and heavy use of brakes etc. They opted to continue operating their older machines and sold off their newer ones because they were costing more on maintenance. In my visits to the Capital I have certainly not heard passengers complaining about the

age of the bus on which they are riding.

May I also thank you for your 'Coachmart Says' piece, "Age Limits Could Backfire". It's nice to see someone can look at this matter with some sense.

**J F Huxley,
Huxley Coaches,
Cheshire.**

No need for age legislation

SIR

The recently reported views of David Matthews of Plaxton and Sandy Glennie of VL Bus and Coach can be expected to be similar, coming from the industry's two major suppliers enjoying close business relationships.

It would clearly be to their primary benefit to push for the introduction of age limits on PSV vehicles. Whether we operators would benefit is another matter.

VL Bus and Coach and Plaxton already have an unhealthy controlling share of the market. We do not want legislation which

would further enhance that situation.

I do not argue against the need for the average age profile of PSV vehicles to be reduced, but the mechanism for this does not necessarily require legislation. Older vehicles could be scrapped by dealers, when taken in part exchange units, and both Plaxton/Kirkby and VL/Yeates are admirably suited to starting the ball rolling.

New vehicle pricing should be reviewed and false margins, to allow for inflated part-exchange second-hand values, removed. Let's go back to real values, not today's artificial ones. Here again,

with their dealer subsidiaries, Plaxton and VL can get the show on the road.

Finally, as operators, we must recognise that, from the outset, new vehicles added to the fleet should be self-sufficient, and not rely on the older vehicles to support, financially, the new ones. This can be achieved by correct pricing to the customer, or buying new at sensible, cost-effective prices. There are plenty of good deals around.

**S N Robinson,
Eurobus,
Middlesex.**



Guards stand at the entrance to the main administrative building in Prague Castle.

Cash in on the open Czechs

THERE is a market for coach tourists to Czechoslovakia, a country which is ready and willing with a wealth of things to see, combined with the advantage of cheap incidental expenses for the customer.

On my recent trip, sponsored by the specialists for group travel in Eastern Europe, London-based Daysaway Travel, I met Charles Cook - of Cook's European, Biggleswade. He was the first coach driver to venture across the Czech border when it was opened to tourists in 1965. He ran three successful seasons of tours to the Bohemian town with the unlikely biblical name of Babylon. At the time, his 14 day all-inclusive tours, with overnight stops in Gent and Wurzburg, were priced at £47 - and he used a Leyland-engined Bedford/Duple Vega for the job.

Comparing then with now, Charles said: 'Bureaucracy was always a sticking point, and you used to be allocated a guide at the border - but it's still the same sort of hassle. There's too much paper

flying about, so it's best to do what you can before you go'. Even so, Charles said it was a 'challenge to any operator' and added that Cook's would be putting a Czech trip on its itinerary for 1991.

On the Daysaway educational, we crossed the border at Waidhaus, and procedures lasted about half an hour. Visas are required (obtainable from the Czech Embassy in London). Travellers are checked by officials against their passports, which are taken into the border control office where the group visa is checked against information on a computer. Before the passports are brought back officials may check luggage, although this did not happen on our trip.

The Czech Crown is not a convertible currency, so any transactions should be entered on the passenger's visa. If this is done the bank at the border will change any unused currency back into Deutschmarks on the return. The current tourist rate of exchange is over twice the business rate, at 23 Crowns to the German Mark. Because the economy is being liberalised, this is only marginally dearer than the blackmarket rate, which is 21 Crowns - so don't bother with the spivs, who may well rip you off if you're not careful.

Our party travelled via Dover-Ostende, and the overland distance to the border was 528 miles (850km). It was the general consensus that to do it well requires an overnight stop each way in Germany. In Czechoslovakia we travelled a further 323 miles (520km), visiting the spa towns of Marianske Lazne and Karlovy Vary as well as the capital, Prague.

Worthy of note - speed limits in

Czechoslovakia are the same for coaches as for cars, with 60km/hr in built-up areas, 90km/hr on standard roads, and 110km/hr on the highways. And spot fines amount to about £15 maximum for speeding, and £20 for drinking and driving.

Marianske Lazne

As well as being a spa town, Marianske Lazne is a ski resort. Located in the mountains of Bohemia a little way from Prague, the centre is redolent of the Baroque style with its large yellow and gold buildings.

Sightseeing might include the 'water miracle', the Marianske Lazne brewery and the Crystal Glass shop. The crystal shop is large, located in an elegant one-sided arcade with views across the central park land. As prices of the fine Czech crystal are very low (I bought a set of six crystal wine glasses in Prague for £2.50), the shop is afflicted by the infamous East European queue, and the service is not very fast.

We stayed in the Hotel Krakonos in the suburban hills just outside the town centre, a delightful early twentieth century construction which is a copy of an Austrian country house. However, outside Prague, hotel standards are lower - but the service is more efficient and friendlier.

The hotel doubles as a youth hostel and my room did not have its own facilities - so I had to take a bath in a small windowless room down the corridor.

Karlovy Vary

Situated where the waters of the

Tepla and Ohre meet, the spa town of Karlovy Vary is in a deep valley. Its compact centre is full of interesting shops (I bought my son a complete set of oil paints in an art shop for £4) and features hot springs from deep underground. The waters are claimed to cure diseases of the digestive tract and liver, ulcers, and are also said to be useful for people recovering from gall bladder operations.

Prague

A visit to Prague is a must. One of Central Europe's oldest capitals, its Prague Castle, the Czech centre of government, was established in the ninth century. Comparable in architectural beauty to Paris and Rome, the city is older than Berlin, Budapest or Vienna.

St Vitus' cathedral, only completed in 1929 within the castle precinct, contains the relics of 'Good King Wenceslas'.

However, wandering around

Contacts

David Hawthorn/Uma Somia,
Daysaway Travel,
118 Cromwell Road,
London SW7 4ET.
Tel: 01-370-0655/6/7.

Cedok (London) Ltd.
Tel: 01-629-6058.

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Tourists gather round the famous astronomical clock at the Old Town Hall in Prague to watch the mechanical figurines.

Prague is quite difficult these days as the maps are hard, if not impossible, to follow, due to the frantic renaming of streets named after old Bolsheviks and suchlike. But getting lost is not unpleasant, and it's nice to discover good restaurant meals with wine can be had for less than £5. Other discoveries include finding out that Wenceslas Square, the scene of so many demonstrations against the old communist regime last year, is in fact a long avenue.

Nightlife can be interesting, but it pays to organise this beforehand. It



Charles Cook, of Biggleswade-based Cook's European, was on the Daysaway Czech Educational.

may be roughly divided up into what our Czech guide described as 'cheap' and 'expensive' culture. High culture is particularly favoured, especially in a city with so many famous opera singers and the Prague Spring Music Festival. Such a lineage goes back to Mozart's 'Don Giovanni', which was first performed in this very city.

However, our party's 'expensive' culture, which actually cost less than 50p, was a night out to the Palace of Culture to see Lantuma Magica - a sort of erotic avant-garde contemporary dance accompanied by modern electronic music and a light show.

'Cheap' culture was to be had, with a forgettable meal, at a south bank night spot, at the Hotel Belvedere, in the company of Georgian tourists from the USSR. As well as a coy striptease, defiantly introduced after last year's democratic revolution, the show featured performing dogs, 'Come Dancing' displays, jugglers, acrobats and well-proportioned ladies on unicycles. The whole thing, including lots to drink, cost less than £10 - with the show costing £2.50 and the meal £4.

Prague has a good range of hotels, from the luxurious to the downright seedy. Examples include the Park Hotel, which is a run-of-the-mill Cedok four star costing about £46 for a double for two with

breakfast included, and £30 for a single room. The Hotel Splendid, a smaller three star, costs £26 for a double, £17 for a single, and exudes a friendly atmosphere.

We stayed at the Hotel Olympic in the outlying Invalidovna suburb. The rooms are very comfortable and the hotel features a top floor night spot with a live band. Unfortunately, in common with many other Prague hotels, it features prostitutes, who have the appearance of middle-aged welders' wives. Warn your customers before going.

Perhaps more disturbing are the bar staff, who appear to take orders for drinks exclusively in German - if, no doubt, accompanied with a suitable advance in Deutschmarks. And prices charged appear to vary with each visit to the bar.

This may all change soon and coach tourism is bound to help the Czech economy as it strains to adjust to western market realities. And currently favourable exchange rates, when coupled with cheap incidentals and a wealth of things to do and see for the British tourist make the country well worth a visit.

What the operators said:

'Everything's as good as the rest of Europe and I'll definitely try to get a tour together for 1991.' - William Reece, proprietor of Dyfed-based Midway Motors.

'Wouldn't touch it for at least five years - there's nothing to see.' - Chris White, tours manager with Western National.

'School groups have already expressed an interest for cultural exchanges and sporting activities'. - Vic Broadbent of A&B Highways Travel.

'Will plan one trip with another country involved, but it will need

careful planning, and they're asking a high price to drop standards.' - Alan Coates, consultant representing Boroughbridge-based Dodsworth Coaches.

'I'd make it a two centre with Austria, with two nights and one day in Prague.' - Neville Jephcote of Eastern Counties.

'A one-off tour in a mountain hotel with two days in Prague, using a straight-through crossing with two drivers, is the best idea'. - Eithne Mullany, Mullany's Coaches of Watford.

Country fairs can boost coach profits

IN an era in which countryside is disappearing fast, as woodland and hedgerow are destroyed in favour of much more profitable land use, it is odd that there's a growing interest in country sports and crafts.

There are more shooters, more anglers, more potters and more woodworkers than ever there was in Olde Englede... and there is no sign that the vogue for a passing interest in the countryside, and hence in the environment, is facing anything but growth.

As a consequence, entrepreneurial landowners are bolstering up flagging agricultural estates by turning two or three fields into a country fair once a year, and turning in a handy profit by charging exhibitors and visitors. However, there's definitely room for the operator to get a slice of the action.

The nice thing about country shows is that they are so prolific. You can pick from those run just ten miles out of the closest city, to far-flung events such as the Country Landowners' Association Game Fair, set at a different

country estate every year.

Such is the number and variety of country fairs that it would be impossible to list them all here. The best sources of dates for the forthcoming shows are the 'county' Press, or countrysports magazines. Most carry a monthly listing of forthcoming events, and many will publish year planners. Make a 'phone enquiry to the editorial offices of these magazines to get further information.

Taking the public to country shows is an occupation blessed with many advantages. For a start, the country crowd are generally well-behaved. There's usually



plenty of parking space in the event itself to leave a coach, though it's as well to talk to the organiser to establish this. Once there, your passengers won't require any more assistance. Most country fairs have plenty of food on offer, toilets, picnic areas - you name it.

At the end of the day, the driver has a coachload of well-fed, slightly drunk but peaceable people to take home, nursing such memorabilia as knobby walking sticks with handles like a pheasant's head, or £30 waxed cotton jackets.

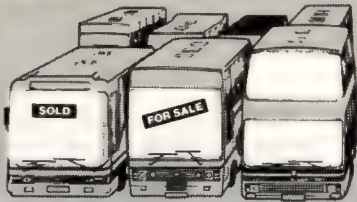
All of this is very well, but how do you market a country fair excursion? Local newspapers are the obvious choice for advertising but there may be no need to leap into it alone. There's more than a chance that - especially in the case of local country fairs - the organisers will be advertising in the run-up to the event. Talk to the organiser direct and ask if you can be the 'official' supplier of coach travel to the event, and be listed on the country fair advertisement as such.

With a little financial persuasion,



you may even be able to get full details into the advertisement, and the extra cost, met by you, will be far less than running your own advertisement and will be seen by the right people. Make the point, in the advert, that there are drinking facilities on site! That should do the trick...

Above all, arrange plenty of local pick-up and set-down points to take in the housing estates - the very people who have spawned the resurgence of interest in the countryside.



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YMT

LAST REMAINING VEHICLE
49 seater, Alpha, unwritten, full factory rebuilt engine, new diff pins, steering gear, not run in, surplus to requirements.

£7,500 ono

Telephone: 0727 26201

(St. Albans) or Fax: 0727 26795

(9209/BE)

1982, X REG BEDFORD YMT DOMINANT II, 53 red moquette seats, power door, Bristol dome, new MoT, radio, **£11,000 plus VAT. Tel. 0734 713257.** (9396/BE/89)

1984 PARAMOUNT 3200, 53 seats, turbo, retrimmed, radio, pa, private plates, any inspection, vgc, owner driver, readvertised due to time wasers. **£27,500 plus VAT. Tel. 0388 772772.** (9395/BE)

1973 Bedford VAS/Plaxton Elite, 29 seater, excellent bodily and mechanically, PSV tested 17.08.90, good condition, any inspection, bargain **£1,825 ono. Includes free delivery anywhere UK. Tel. (0698) 66496 (Glasgow).** (9614/BE)

BEDFORD

1977 BEDFORD YMT 500 PLAXTON

53 retrimmed seats, new MoT till May 91, new engine, exterior blue and white.

£6,000 ono + VAT

Tel. 081-699 0612

(9342/BE)

1981, BEDFORD YNT TURBO, Plaxton Supreme IV, 53 seats, new engine fitted, July 1989, MoT until 12/10/90. **£12,250 + VAT. Tel: 0252 515900.** (9076/BE/88)

M REG BEDFORD ELITE III

53, tax, test '90, reliable.

£2,650 + VAT

Tel. (07292) 3235

(9258/BE)

1977 R REG BEDFORD YMT MOSELEY, 53 seats, smart vehicle, excellent mechanically, new batteries, MoT expired hence **£1,650. Tel. 0222 884648.** (9384/BE)

1974 BEDFORD PLAXTON BODY, Leyland 401 engine, just been tested. **£2,500 ono. 1974 BEDFORD YRQ DOMINANT 1, 500 engine restored and retrained in April 1989, power steering, re-certified May 1988, taxed and MoT until May 1991, very good condition. £2,500 + VAT. Tel: 0386 792426/792349 anytime.** (9622/BE)

BOVA

AVAILABLE NOW CHOICE OF 5 1985 BOVA FUTURA

45 seats, to Rapide Spec.

£39,000 each ono + VAT

Contact:

**Engineering Department
on 0492 592111**

(9172/BV)

SELL IT WITH COACHMART (0733) 898111

BOVA

Proudmutual Northumbria Motor Services Limited

1 - 1983 BOVA EUROPE

44 seats, toilet, water boiler and video monitors.

Offers around £28,000 + VAT

Plus 3 more at a later date (vehicles available in white)

To view contact Les Dunn

091 2811313

(9631/BV/89)

1986 BOVA FUTURA

49 executive rear floor level, toilet, fridge, coffee machine, Webasto, wired for TV and video, MoT March '91.

£64,950

P/X considered

Tel. (0626) 66580

(9255/BV)

DAF

1983 DAF MB200

53 recliners, Caetano Alpha, MoT Feb '91.

£35,000 ono

Tel. 0626 66580

(9256/DA)

1986 DAF MB230 DUPE 340

53 reclining seats, sunken toilet, coffee machine, Telma, ferry lift, speed limiter, carpets and curtains.

Offers near £50,000 + VAT

Tel: 0670 760248 or 0665 710421 (after 5pm)

(9340/DA/88)

DAF ALPHA 1981, toilet, coffee machine, video, 49 recliners, retrimmed, engine overhauled, MoT March 1991. **£21,000. Tel. 0222 884648.** (9247/DA)

DAF

1985 DAF DKFL PLAXTON PARAMOUNT 3500, 53 armrests, recliners & extras, superb, unmarked, eye-catching example of popular model with 12 months MoT, only sold to make way for new, buy with confidence, a money maker from firm noted for fine condition of its used coaches. **Tel. (0962) 760222.** (9253/DA)

1983 DAF MB200 DKFL

53 reclining seats, courier seat, power door, Plaxton Paramount 3200, red interior, blue and white exterior, in excellent condition, MoT expires 22.2.91.

£29,000 + VAT

Tel. 0928 564515

(9227/DA/88)

1982 DAF PLAXTON GT

51 reclining seats and courier seat. Webasto heater, MoT February 1991, very tidy example for year.

**Eve Cars and Coaches.
Telephone: DUNBAR
(0368)63455**

(9189/DAF/88)

1980 MB200 DKTL SUPREME, 51 recliners, tinted windows, splitter, possible p/x with Bedford, **£18,000. 1985 DOUBLE DECK LUXURY P99, 72 seater, full Jonckheere specification, £50,000. Tel. Brighton (0273) 696195.** (9718/DA)

FORD

FORD R1114 DOMINANT I, 53 seats, 1975, test September, new boot and rear fitted by Duple, good, reliable coach, pas, PD. **£3,000 plus VAT. Tel. 0204 25029.** (9309/FO/88)

FORD 1971 PLAXTON SUPREME

33 E-type seats, good condition, new engine and gearbox under warranty, MoT Dec '90, taxed 6 months, mechanically impeccably maintained, 6 new tyres, **first to see will buy.**

Will consider p/x Volvo or Leyland, up to £40,000

Sale price £14,750 + VAT

Tel. 081 890 9942

(9619/FO/89)

FORD

FORD 1973 DOMINANT I

Good condition for year,
1 year's MoT, taxed 6 months.

**£2,500 + VAT ono OR WILL
p/x for 16 seater Minibus with
cash difference**

**Tel. Colin
081 890 9942**

(9632/FO/89)

T REG

FORD PLAXTON

53 seater, 12 months MoT.

£8,000 + VAT

**Telephone:
0795 660269 or 0795 875639**

(9708/FO)

FORD 35 SEATER

Coach, 9 mtr chassis, Duple
body, good condition, MoT for
1 year, registered July '84. Full
service history available.

£29,500 ono

**Tel. Mrs N Izzard on
(0342) 716466
(office hours)**

(9388/FO)

1978

FORD PLAXTON SUPREME

53 seater, new MoT, power
door, Telma, radio/PA, wheel
trims, good seats.

£4,750 ono

Telephone: 0501 30232

(9717/FO/89)

**1976 FORD R1014, MoT Nov '90.
£2,000 + VAT. Tel. 0938 553909.**

(9390/FO/89)

**FORD 1114 PLAXTON SUPREME, 53
seats, S reg, tested April 1991, PAS,
POD, PA, radio, good condition, new
tacho and starter motor. £3,500 plus
VAT. Tel. 051 430 9750.**

(9254/FO)

**FORD 360T R1114 PLAXTON, MkIV
front, 40 seats, Ratcliffe wheel chair
lift, toilet, drinks machine, blue and
white, excellent condition, £10,000 +
VAT. Tel. (0873) 2297.**

(9616/FO/89)

**1978 FORD CAETANO, fair condition,
MoT Jan '91, £4,350 + VAT. Tel. (0291)
625251, night (0291) 270018.**

(9612/FO)

**V REG FORD R1114, MoT 20/12/90.
£8,250 + VAT. R REG FORD R1114,
MoT 21/2/91. £4,000 + VAT. Tel. 0934
833177.**

(9712/FO/89)

LEYLAND

**1983 LEYLAND TIGER 245, Plaxton Pa-
ramount 3200, 11 metre, 53 seats,
radio and P.A. MoT Aug 1990. £28,500
+ VAT. 1984 LEYLAND TIGER 245,
Plaxton Paramount coach 3200, 11
metre, 53 seats, radio and P.A. MoT
Feb 1991. £32,000 + VAT. Tel. 0443
672207.**

(9186/LE/88)

LEYLAND

CASTLEWAYS (WINCHCOMBE) LIMITED

1976 LEYLAND LEOPARD, 49 seats.

1972 LEYLAND LEOPARD, 49 seats.

1979 BEDFORD YMT, 49 seats.

The above vehicles fitted with semi-recliners all with current MoT have
been maintained to exceptionally high standards since purchased new
by this company.

1981 LEYLAND LEOPARD, 53 seats.

To appreciate the quality of all the above vehicles viewing is highly
recommended.

REASONABLE OFFERS INVITED

Finance facilities available subject to status

Tel. (0242) 602949 or 603715

**CASTLEWAYS WINCHCOMBE LTD
Castle House, Greet Road, Winchcombe, Glos**

(9399/LE/89)

**1978 LEYLAND LEOPARD PLAXTON EXPRESS
53 seats, choice of 2**

1980 LEYLAND LEOPARD

Duple coach, Express doors, 53 seats, s/a

1981 LEYLAND LEOPARD PLAXTON EXPRESS

53 seats.

1977 LEYLAND LEOPARD

Duple coach, Express doors, 53 seats.

1983 LEYLAND TIGER DUPLÉ EXPRESS COACH

53 seats.

1979 LEYLAND LEOPARD

Plaxton coach, Express doors, s/a.

1979 LEYLAND LEOPARD

Alexandra body, 53 service seats.

Reasonable offers invited.

All with current MoTs.

Telephone: 041 887 3831

Graham's Bus Service Ltd,

Paisley, Nr Glasgow Airport

(9322/LE/88)

1981 LEYLAND LEOPARD PLAXTON SUPREME

50 reclining seats,
tested March 1991,
Telmar and speed
limiter fitted.

£15,500 ono

**Contact P. J. Iddon
Blackburn Borough
Transport**

0254 51112

(9385/LE)

LEYLAND LEOPARD DOMINANT IV

1981, Bristol dome, Webasto,

Express doors, tint, full test,

£13,900 ono

LEYLAND NATIONAL MKII

1978, fitted with Gardner LXB,
test applied for, Offers.

Also, two-way BCC Frequency
coach radio systems, plus ten
mobiles, **£3,500 ono**

Tel. (0377) 87343

(9043/LE)

**LEYLAND LEOPARD 680, 1974, Alex-
ander, 53 seat bus, choice of two, one
with s/a gearbox, manual steering,
test January or new ticket. £4,500 +
VAT. Tel. (0204) 25029.**

(9310/LE)

**1983 LEYLAND TIGER PARAMOUNT
3200, 48 recliners, exec specification,
MoT Feb 1991, £35,000. Tel. 081 960
5559.**

(9716/LE)

1977 LEYLAND ATLANTIAN

Alexandra body, chassis type
AN68, 2 available, 78 seater.

£7,000

1979 LEYLAND ATLANTIAN

Alexandra body, chassis type

AN68; 78 seater, 2 available.

£8,000.

1973 LEYLAND ATLANTIAN

Alexandra body, 75 seats,

MoT expired. **£2,000.**

For further information

Tel. 041 887 3831

Graham's Bus Service Ltd,

Paisley, Nr Glasgow Airport

(9320/LE/88)

P REG LEYLAND LEOPARD

55 seater, recovered seats,
new engine and gearbox,
semi automatic, good
condition.

Offers

**Tel. Abbeys of Sheffield
(0742) 757615**

(9628/LE/89)

**1986 LEYLAND TIGER CUB OPTARE,
service bus, 33 seats, 4-speed manual
gearbox, MoT July 1990. £13,500 ono
+ VAT. Tel. 091 3890 494.**

(9325/LE/88)

**1983 Y REG TIGER 245 DUPLÉ DOMI-
NANT IV EXPRESS, 53 seater, good
clean condition. £27,500 plus VAT.
Part exchange older Leopard. Tel. Mr
G K Kinch 0509 816161.**

(9348/LE/88)

**1983 LEYLAND TIGER 245 PARA-
MOUNT 3200, 57 seater, blue and ma-
roon, brown moquette, radio/PA/
cassette, power door, speed limiter, 12
months MoT, semi-automatic. £30,500
ono + VAT. Tel. (0734) 713257.**

(9397/LE/89)

**LEYLAND SERVICE BUS, 53 seats,
1970, semi auto, MoT expired, ideal
spare vehicle. Quick Sale £900. Tel.
0222 884648.**

(9248/LE)

11.3 METRE LEYLAND NATIONALS FOR SALE 1973/4/5.

49 seaters, recently
withdrawn from service,
immediately available.

**Tel: Wally Corney at
People's Provincial
Buses on**

(0329) 232208

(6743/LE)

MAN VW

1982 MAN VANHOOL ACRON EXECUTIVE

49 recliners plus courier, TV,
video, toilet and fridge, radio
and pa, new factory engine
fitted, still under warranty,
new MoT.

£38,000 ono

A beautiful coach

Tel. 031 663 1335

(9308/MAN/88)

**MAN SR 280, High Line, full specifica-
tion, 49 seats, bunk, courier, TV,
drinks, sunken centre toilet. Continen-
tal door, Webasto, d/glazed, excellent
condition. £32,500. Tel: Rayleigh
(0268) 783878.**

(9629/MAN)

MERCEDES

1986 MERCEDES JONCKHEERE P99

77 reclining seats, WC, drinks,
fridge, curtains, carpet, bunk,
TV/Video, double glazing,
Telma, Webasto.

Beautiful condition.

£71,000 + VAT

PART EXCHANGE CONSIDERED

Telephone: Roger Mott

(0296) 613831

(9351/ME/88)

MERCEDES NEOPLAN CITYLINER

49 seats, full spec inc TV,
video, top speed limiter,
cruise control, private
plate, 12 months ticket,
excellent condition.

POA

**Tel. (0772)
633576**

(9226/ME/89)

**B REG, 1984 0303 RHD, 49 seater, full
specification including driver's bunk,
coffee machine, fridge etc, speed limi-
ter fitted, taxed and MoT until March
1991. Available now for Whitsun
Weekend work. Part exchange taken.
HP arranged. £56,000 + VAT. Tel: Mr
G.K. Kinch (0509) 816161.**

(9330/ME/88)

**1989 MERCEDES 408D, 15 seater
Reeves Burgess conversion, MoT till
May 91. 19,000 km only. As new.
£18,000 ono + VAT. Tel. 04868 22110.**

(9344/ME/88)

**86 OCTOBER, MERCEDES, 19-seater,
forced air ventilation, large boot, cen-
tre aisle carpet, MoT Oct '90, £15,500
ono. Tel. 081-591 3156.**

(9392/ME/89)

**SELL IT WITH
COACHMART
(0733) 898111**

KÄSSBOHRER QUALITY SELECTION

Our new secondhand coaches are prepared, as only we know how, to give you the utmost satisfaction. Savour the flavour of the following samples then call us to chat about how we can best suit your tastes.

TAKE YOUR PICK

- 1982 S 215 Setra** - 53 seat with normal expected high standard of fitments. Choice of 2. *Chefs choice of the day.*
- 1986 Volvo B10M/Caetano Algarve** - 49/53 seats, full executive specification including air conditioning. *Comes with airs and graces.*
- 1987 Mercedes/Plaxton 3500** - 51 seats, fully fitted executive coach, all necessary fitments. *Gift wrapped.*
- 1988 (E reg) Leyland Tiger 290 Jonckheere Jubilee P50** - Full executive specification including air conditioning. Choice of 2. *Both equipped in the best possible taste.*
- 1988 LAG Panoramic** - Full executive specification, new COF. *You'll relish the finish on this one.*
- 1988 DAF/Duple 340** - Executive model, 53 seats, all other necessary fitments. *Melts in your mouth.*
- 1988 SETRA S 215 HRI** - 49/53 seats, full fitments to executive specifications. *For the most discerning palate.*
- 1988 MERCEDES 811D WHITTAKER** - 19 seat, high specification mini coach. *A tasty little morsel.*
- Year of registration does not denote year of manufacture.
Finance facilities available subject to status.

BRAND NEW CHOICE

SETRA S 210 H and S 215 HRI. *Limited availability so hurry!*

...AND THERE'S MORE

A choice of some older vehicles to include:
Volvo, Ford, Leyland, Bristol. *A real hot pot of choice.*
DIRECT LINES
Harry Kell 0932 843685 Andy Timms 0625 877658
(Southern Area Manager) (Northern Area Manager)

RING 0522 500115

K Kässbohrer
Setra. Perfection in coaches.

Kässbohrer (UK) Limited, Sadler Road, Doddington Road Industrial Estate, Lincoln, LN6 3RS. Telex: 56522 SETRA G. Telefax: 0522 500118

NEOPLAN

1985 NEOPLAN CITY LINER

Long MoT, 53 seats, full exec, all the usual Neoplan extras.

£50,000 offers invited

Telephone: (0708) 750505
or (0860) 471197

(9615/NEO/89)

VOLVO

1979 VOLVO B58 Plaxton, 53 seats, radio, PA, power door, in good condition, MoT Jan '91. **£20,000 ono + VAT.**
1980 VOLVO B58 Plaxton, 53 seats, radio, PA, power door, in good condition, MoT April '91. **£20,000 ono + VAT.** Tel. 0698 792800 793506.

(9387/VO)

1982 Y REG VOLVO B10M PLAXTON VIEWMASTER, 49/53 seats, demountable toilet, coffee machine, driver's bunk, seats retrimmed, first class condition throughout, MoT May 1991. Tel. 0352 710682, P&O Lloyd, Clwyd.

(9337/VO/88)

1975 VOLVO B58
Alexander body, 59 service seats, 12 metres long.

1980 VOLVO B58 DUPLÉ SERVICE BUS
53 seats, auto transmission.

1982 VOLVO B10M
Duplé service bus, 51 seats, Automatic transmission.

Reasonable offers invited

Telephone: 041 887 3831

Graham's Bus Service Ltd, Paisley, Nr Glasgow Airport

(9321/VO/88)

1985 VOLVO B10M BERKHOF

53 reclining seats, curtains, Webasto, radio, pa, tape, wired for TV/video, fully automatic gearbox, ZF.

£54,000 plus VAT

Tel. 0656 840345

(9305/VO/88)

1980 VOLVO B58 ALPHA CAETANO

53 recliners, MoT 14.7.90.

£16,000 ono + VAT

Weirs Tours Ltd

Glasgow

(041) 941 2843

(9194/VO/88)

APRIL 1989 VOLVO B10M MARK III PLAXTON PARAMOUNT 3500

New model, 49/53 reclining seats, centre demountable toilet, continental door, luggage lockers, seat back pouches, low mileage, excellent condition, new MoT.

£82,500 plus VAT

Tel. 0928 564515

(9229/VO/88)

VOLVO B58 – Dominant II

57 seater, 1981, Retarder, Bristol Dome, power door, side lockers, retrimmed, choice of 2, MoT Oct '90.

£22,750

Tel: Turners Bristol

0272 559086

(9278/VO)

1986 VOLVO B10MT PLAXTON 4000RS

67 reclining seats, toilet, double glazed, fridge, Klix drinks dispenser, TV/video, full draw curtains and blinds, carpeted. Telma retarder, reconditioned engine fitted, 12 months MoT, immaculate condition.

£79,950 + VAT

Telephone:
**FLIGHTS COACH TRAVEL,
BIRMINGHAM on
021 554 5232 and contact
GEOFF FLIGHT**

(9376/VO 88)

1988 E REG VOLVO PLAXTON 3500 B10M. 49/53 reclining seats, demountable centre toilet, servery, and courier seat. Centre entrance, side blinds, long MoT, choice of two, excellent condition.

Funding facilities subject to status. No time wasters or dreamers please.

£85,000

Part exchange welcome

0260 276067 anytime

(9244/VO)

VOLVO B58s

1980 PLAXTON EXECUTIVE

47/49 recliners, retrimmed '88, shades toilet, drinks, sink, fridge, TV, video, PP PoD curtains, tinted windows, ZF, test May '91.

£26,500

1980 PLAXTON

53 seater, POD recon engine, retrimmed '89, semi auto, test Feb '91.

£25,000

1980 PLAXTON

46/48 recliners, toilet, drinks, sink, servery, new Volvo engine, ZF, PP tested Aug '90.

£25,000

All vehicles subject to VAT

Tel. (0706) 68999 Lincs

(9393/VO)

DOUBLE DECKERS

VERY SPECIAL LUXURY COACH

FOR SALE

DOUBLE DECK 50,000 MILES ONLY
SCANIA BERKHOF ECLIPSE K112 TR chassis, 45 seats, boardroom, 3 colour TVs, Video, draught beer installation, toilet, full sound systems, alarmed, refrigerated cold room, kitchen area, microwave etc.

Ex contract to First Division Football team.

Possible work to go with purchase

OFFERS AROUND £80,000

Tel: 081-692 2242/081-692 8884

(9218/DD)

DOUBLE DECKERS

DAIMLER FLEETLINE ALEXANDER, 75 seat, double decker, very good condition throughout, engine and gearbox overhauled, new MoT, choice of two. **£2,250 plus VAT each. Tel. 0352 710682, P&O Lloyd, Clwyd.** (9339/DD/88)

1976 Daimler Fleetline, 80 seats, new tyres, MoT Nov '90, **£5,750 + VAT. Tel. Dunnet Coaches (0955) 83202.** (9703/DD)

1987 DAF SBR 3000 BERKHOF ECLIPSE

76 seater, double decker, toilet, drinks machine, Telma, 10 months MoT.

£76,995

Frank Harris Coaches Ltd, Essex

Tel. Frank on (0708) 864911 or (0860) 594842

(9621/DD/89)

UNCLASSIFIED

1985 B SCANIA K112 JONCKHEERE JUBILEE P599, 12 metre, 57 recliners, courier seat, beth, centre sunken toilet, fridge, TV, video, coffee machine, choice of 1. 1 year's test.

1984 A VOLVO B10M VAN HOOL, Alizee H. 12 metre, 49 recliners, courier seat, centre sunken toilet, fridge, drinks machine, TV, video and 1 year's test.

1985 C TOYOTA OPTIMO COASTER BB30, 15 seater executive, tables, drinks machine, fridge, TV, video, 1 year's test.

1984 MERCEDES 307D Minibus, 8 coach seats, MoT Oct 90.

1985 B BEDFORD 500 TURBO PLAXTON SUPREME, 53 seater, new test, immaculate inside and out.

TEL: 03398 86326

(9380/UN)

STIRK TRAVEL LTD HAVE FOR SALE:

1979 V REG Leyland Leopard, Duple Dom II, 12m, 9 months test, taxed for 3 months, A1 condition, brand new engine and gearbox, 53 seater, 49 recliners, **£15,500 + VAT ono**

MERCEDES 608D, 1983, Y reg, 19 seater, 9 months MoT, full engine overhaul, A1 condition. **£8,000 + VAT ono.**

Telephone: 0833 60837 anytime, ask for Eddie

(9176/UN/88)

UNCLASSIFIED

VEHICLES SURPLUS TO REQUIREMENTS COACHES

B Reg	Leyland Tiger 245 semi-auto Plaxton Paramount 3500, 48 seat recliners + courier. Full spec, Telmar, Webasto, recently resprayed	£45,000
B Reg	Leyland Tiger, Duple Laser MkII 51 seat recliners, MoTs to December '90 and Mar '91	£38,000
1983	Leyland Tiger, Plaxton Paramount 3200 Express 49 seats	£28,500
1978	Leyland Leopard PSU3E/4R with Duple Dominant II 49 seat coach body. T Reg	£8,900
1977	Leyland Leopard, as above. S Reg (two)	Each £7,000

BUSES (Most ex Crosville Fleet)

1981	Bristol VRT/SL3, MoT just renewed (two)	£11,000
1980	Bristol VRT/SL3. Various MoTs (three)	£9,500
1979	Bristol VRT/SL3. Various MoTs (two)	£8,500
1977	Bristol VRT/SL3. MoT expired.	£5,800
1976	Bristol VRT/SL3. Various MoTs (three)	£5,000
1976	Bristol VWT/SL3. MoT expired (five)	£3,500

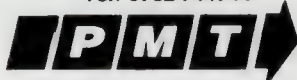
MINIS

1984	Iveco 35/8 high top conversion with Fretwell Hideaway tail-lift. 14 seats or combination of wheelchair & seated passengers. Repainted white and unletered. MoT expired. Can sell with tail-lift: or without tail-lift.	£4,000 £3,500
1975	Mercedes 608D Minicoach MoT/tax, 27 seats	£4,500

All prices plus VAT

**Enquiries: Contact Helen Bailey
To view: Contact Derek Smith**

Tel: 0782 744744



(9205/UN/88)

A D COACH SALES

1981 VOLVO JONCKHEERE BERMUDA, 53 seater, air over leaf, Telma, twin tanks, tinted glass, long MoT, another vehicle ready to earn.....**£28,950**

1984 MERCEDES 310, Reeve Burgess conversion, high roof, good condition, long MoT **£5,950 ono**

1978 AEC PLAXTON SUPREME 12M, 46/48 recliners, toilet, servery, etc. Available from 6th June, exceptional vehicles..... **POA**

OTHER VEHICLES AVAILABLE AND WANTED

Tel: (0271) 865080 or (0836) 345304

(6926/UN)

LEYLAND TIGER 260 DUPLÉ GOLDLINER

49 seat executive, June 1982, private plates, WC, video, hot drinks, driver's bunk, MoT till December '90.

£23,000 ono

VOLVO B10M DUPLÉ DOMINANT III

48 seat executive, October '81, private plates, WC, video, hot drinks, MoT till July '90.

£25,000 ono

VOLVO B58 PLAXTON

12 metre, 53 E-type seats, private plates, MoT till Sept '90.

£21,000 ono

EAVESWAY MOTOR COACHES LTD

Tel. (0942) (Wigan) 727985

(9336/UN/88)

PLAXTON SUPREME EXPRESS

11M with Gardner 6HLXB engines, ZF gearboxes, available now. Alexander 'Y' type, 53 seat service buses, in good condition.

**Tel. A. J. BOWEN
031 333 5333 (OFFICE)
or
031 337 2321 (HOME)**

(9323/UN/88)

1983 A REG VOLVO P90 B10M, full spec, 57 seats, new MoT. **£45,000 + VAT. VAN HOOL ASTRON 1983**, private plate, 60 seats, full spec, servery, 6 video screens, good condition, **£44,000 + VAT. Tel. 0935 25461 anytime.** (9197/UN/88)

BLYTHSWOOD MOTORS LTD ALL OPEN TO REASONABLE OFFERS

NEW MERCEDES 814 COACH, 33 seat, stock. **NEW MERCEDES 709 SERVICE**, 29 + 8 standees. **NEW MERCEDES 811 SERVICE AUTO + coach**, stock, 29 + 8.

NEW MERCEDES 609, 26 + boot + coach seats, stock. **NEW MERCEDES 609**, 24 power door coach spec, stock.

NEW MERCEDES 408, 15 seat, PSV, stock.

NEW TRANSIT, 12-16 seats PSV, in stock.

NEW TRANSIT, highroof, 16 diesel stock.

NEW DAF 400, 16 coach + tail lift.

NEW TALBOT, 12-15 + wheelchair.

88 MERCEDES 507, 16 PSV coach seats.

88 SHERPA, 12 diesel, DI

88 TOYOTA OPTIMO, 21 seats, 46,000k.

88 VW OPTARE, 21 seat coach, spec, low mileage.

88 MERCEDES 609D, power door, 24 seats.

88 MERCEDES, 25 power door, coach seats.

88 TALBOT, 14 PSV diesel, high back.

88 FREIGHT ROVER, PSV diesel, 16 coach seats.

'E' MERCEDES AUTO, service bus, 24 seats.

87 'E' MERCEDES 609 AUTO, power door, tested.

87 MERCEDES 811, turbo, 27 coach seats.

87 CAETANO IVECO, 24, air door, dual purpose.

86 MERCEDES 608D, 23 coach seats, new test.

86 BEDFORD MIDI, 15 seat, petrol, low mileage.

86 DATSUN DIESEL, crew bus, high roof, low mileage.

85 DAF 200 ALGARVE, low drive, full spec.

85 SETRA EXEC, 53 recl, toilet, video.

84 MERCEDES, 12 high roof, PSV.

84 VAN HOOL ASTRON, 60 seats, full spec.

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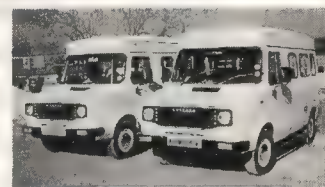
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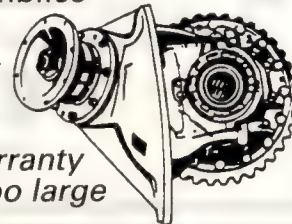
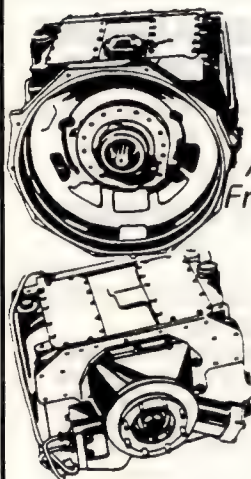
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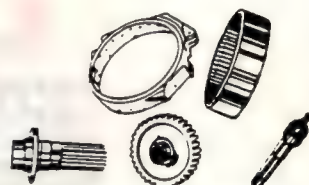
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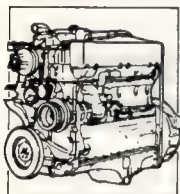
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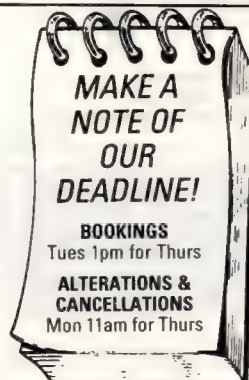
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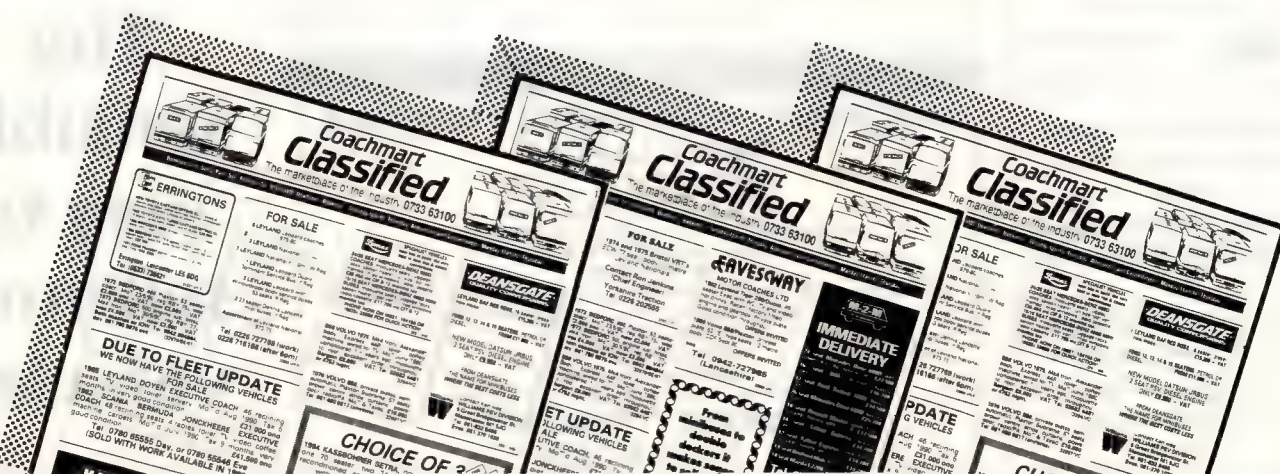
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The next issue of **COACHMART** is on **31st May 1990**.
Copy deadline **29th May, 1pm**.
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Telephone Iris Rootham on 0733 898111

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(9617/SV)

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(SV)

TENDERS

HEREFORD & WORCESTER COUNTY COUNCIL NOTICE TO BUS OPERATORS TENDERS FOR THE PROVISION OF SUBSIDISED LOCAL BUS SERVICES

Applications are invited from bus operators wishing to tender for the following local bus service contract:

Contract No	Service	Days of operation
3157	Beoley Road/Astwood Bank - Redditch	Monday to Friday
3158	Meadow Rise Estate/ Wribbenhall Estate - Kidderminster	Monday to Saturday
3159	Kidderminster - Greenhill	Monday to Saturday
3160	Worcester - London Road/ Bilford Road Evenings	Monday to Saturday
3161	Worcester - St Peter the Great Evenings	Monday to Saturday
3162	Worcester - Battenhall	Monday to Saturday
3163	Worcester - Lower Wick/ Malvern Evenings	Monday to Saturday
3164	Worcester - British Camp	Sundays
3165	Bromsgrove - Stourbridge	Monday to Friday
3166	Bromsgrove - Barnt Green - Birmingham	Monday to Saturday
3167	Bromsgrove - Rednal - Halesowen	Monday to Saturday
3168	Halesowen/Romsley - Bromsgrove	Monday to Friday
3169	Chester Road South - Kidderminster	Monday to Saturday
3170	Birmingham - Hereford	Sundays
3171	Kidderminster - Birmingham	Sundays
3172	Wythall - Solihull	Monday to Friday
3173	Kidderminster - Wolverley High School	Schooldays
3174	Bromsgrove - Sidemoor/Foxwalks	Monday to Friday
3175	Castle Frome - Ledbury	Fridays
3176	Dyson Perrins School - West Malvern (pm)	Schooldays
3177	Ross-on-Wye - Gloucester (Peak)	Monday to Saturday

Completed tenders must be received by 12 noon on Friday 22nd June 1990. Further details and tender documents are available from **County Engineer and Planning Officer, Hereford and Worcester County Council, County Hall, Spetchley Road, Worcester WR5 2NP. Tel. Worcester 766803.**

Operators who have already requested tender documents will receive them automatically. (9706/TE)

EAST SUSSEX COUNTY COUNCIL

Tenders for local bus services

In June and July, the County Council will be seeking tenders for local bus services in the following areas:

- Hastings and Rother (including Bexhill)
- Crowborough/Uckfield
- Hove/Brighton

These tenders will be for contracts to start in October.


If you wish to receive tender documents for any of the above and you are not currently on the County Council's tender list, please write or telephone for an application form.

**County Engineer
Highways & Transportation Dept
East Sussex County Council
Phoenix Causeway
LEWES
East Sussex
BN7 1UE**

Telephone Lewes (0273) 482326 or 482369

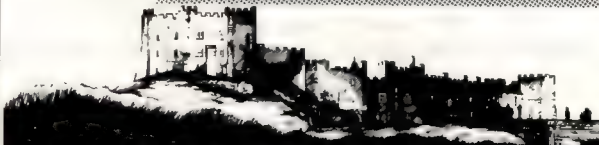
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(33238/CI/66)

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(33314/CI/66)

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NEWS
IN BRIEF

● **PLAXTON SALES** has promoted several of its well-known staff. John Littlewood is now director of retail new and used coach sales, John Torr is director of sales planning and programming, Clive Hodgeson becomes director of bus company sales, while Mick McElhone becomes sales manager for the North. Roger Phillips continues as southern sales manager.



Peter Rigby.

● **FORMER Alder Valley Engineering/AVE Berkhof** sales director Peter Rigby has been appointed by West Midlands Travel to oversee its interest in Light Rail Transit (LRT).

Rigby has held a number of posts in sales and marketing at Leyland Bus, and was once export sales manager at MCW.

'Mr Rigby will spearhead the company's objective to become the operators of as many of the Midland Metro lines as possible,' said chairman of WMT, James Isaac.

● **SCOTTISH Transport Group** has sold its fleet insurance company SMT to Crowe Motor Policies at Lloyd's. Crowe is setting up a new Edinburgh office at Hillside Crescent. The sale follows that of another small company, Sanderson Travel, to Lothian Regional Transport.

● **THE PUBLIC** inquiry into an application by River Valley Coaches for an operating licence will take place on May 31, at Eastbourne.

The inquiry had been adjourned to give the owners time to produce financial information, having already given information about the relationship between River Valley Coaches, Adventurous Coaches, Woodleigh Leisure, Eurocoach, Morgan Properties, and Sunseeker plc.

● **THE Department of Transport** has announced a PSV driver licence test fee increase from £42 to £45 due to rise on June 18. Car fee goes from £18 to £19.50, and motorcycle/moped fee rises from £24 to £26.

Silver Coach Lines is waiting to step in

SILVER COACH Lines of Edinburgh is hoping to take advantage of uncertainty caused by Scottish Bus Group's privatisation, and is tendering heavily for stage carriage routes.

But the firm's managing director Ivan Ford says 'crazy' pricing is making it difficult for him to get into Edinburgh: 'I'm sure some of the tenders which have been accepted take into account maximum on-bus revenue, and have little, if any, profit margin built in.'

'What's more, I doubt if replacement vehicle costs are built into some operator's prices. In one

example, my tender bid was twice as much as the one which was successful.'

Ford says the 'stranglehold' of Lothian Regional Transport in Edinburgh is unlikely to be broken by that approach, and all operators are doing is nipping at the heels of LRT: 'But it's my intention to get our own bright orange buses on Edinburgh's streets.'

'The name Edinburgh Transport is already registered to this company, and we want to run stage carriage work. There is very little competition provided. The only ones have been Eastern Scottish.'

Clayton Jones tries again

CLAYTON Jones and his mother have applied for Operator Licences so that they can get their Shamrock Private Hire and Rhondda Buses firms back on the road.

Jones' previous licences were revoked in December and both he and his mother were barred by the Traffic Commissioner from holding one for two years. The latter decision was overturned in court, but the revocation led to a redundant workforce of 70.

Most of the drivers went over to Clayton Jones' wife, Alison, who was successful in getting her Jones Motors company off the ground with a 48-vehicle O-Licence. However, Clayton says he has had to start from scratch.

'I have been busy since December training people to drive,' he told Coachmart. 'I will soon have a workforce and all I need then is the O-Licence.'

Jones says he is going in with a clean sheet, and is facing no objections to his application - to be heard on June 7 in Cardiff - so far, and doesn't foresee any: 'They are afraid of what I might say on the stand,' says Clayton.

'I have applied for licences before, and conducted myself, on the basis of good faith. There will be no good faith in the future, just a straight interpretation of the law. I will take no advice which goes outside of statute.'

Clayton is hoping to run a Cwmbram Clipper which will serve the Fairwater Estate, services from Penrhys to Tonypany, and from Tonyefrail to Porth: 'We will build as we go along,' he says.

Vehicles additional to the 20 he so far has earmarked will also be leased. Clayton expects to be running buses again by the end of July.

Rumours denied

LOWLAND Scottish MD Doug Pelling has denied acquiring vehicles for its new Aberdeen to London contracts with Scottish City Link in an alleged deal with Scotland's Scania dealership, Renfrew-based Reliable Vehicles.

The company is the first Scottish Bus Group subsidiary in line to be privatised - and under the Scottish Office rules has to seek approval from the SBG before any investments are made.

But Pelling, whose management team has bid for the company allegedly against neighbouring Northumbria Bus' holding company Proudmutual, Grampian and an 'unnamed bidder', said: 'As a company

we are looking towards the future, but the whole thing is in the hands of the Scottish Office.'

When Coachmart mentioned rumours of an acquisition of five Scania K113/Plaxton 3500s - with three in City Link livery, one Clansman Monarch and one in Lowland livery, Pelling said: 'We are considering one or two options, but we have had no authority to go ahead from SBG nor have we purchased any vehicles.'

Regarding other arrangements, Pelling said: 'I am not prepared to comment.' However, he added: 'We are currently using spare vehicles and hiring-in further vehicles from other SBG subsidiaries.'

Ford says Eastern Scottish is in the doldrums, with employee morale affected by rumours which are not being dispelled: 'They seem fed up because no-one is telling them what is happening,' he told Coachmart.

Ford claims Eastern Scottish employees have been looking for new jobs, both at his company and others: 'It seems a shame that people are being thrown into confusion.'

Delivery time

THE FIRST of Wallace Arnold's Plaxton 3500 Mercedes 0303 coaches has been delivered... and are the first that Plaxton has built using the chassis. The vehicles carry Mercedes' tri-star badge, and are liveried in standard Wallace Arnold primrose, brown and red.

Nap hand for Dublin Bus

THE FIRST five double-deck buses to be built at Walter Alexander's Belfast plant for 14 years have reached buyers Dublin Bus, part of Eire's national bus company CIE.

An order for 63 has been placed, and will be delivered by the end of 1990. The buses are Alexander 9.6 metre RH two-door 74-seaters on Leyland Olympian chassis.

Behind bars

DUNSTABLE Bus has put a bus behind bars - it's providing transport for visitors to Whipsnade Wild Animal Park. The free service is provided by a 25-seat minibus provided by the Luton and District subsidiary, running every 20 minutes during its zoo duty, then plying the streets in its distinctive livery at other times.

Buzz off!

BUZZ Co-operative will not be sold to AJS Group, thanks to financial aid from Harlow Co-operative Development Agency.

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seats, good MoT, choice of 2.

1982 LEYLAND LEOPARD Plaxton
Supreme IV, 50 seats, MoT May '91.

1979 LEYLAND LEOPARD 680 Semi
Auto Duple Dominant, 50 reclining
seats, MoT June 1990.

1979 BEDFORD YMT Duple Dominant,
53 seat, new MoT

1979 BEDFORD YRQ PLAXTON, 45
seats, new MoT

1979 VOLVO B58 Duple Dominant, 53
seats, MoT Oct 90.

1977 BRISTOL LHL, Leyland 401,
Plaxton, 53 seats, MoT April 91.



1984 LEYLAND TIGER 240 BERKHOF
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